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What is the is the focus of this search? Please include concepts, synonyms etc.

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— Estimating customer profit, based on use of a device/service,

— and then determining how much to charge a customer for this device/service in % of future customer profits

305-4649

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                  OR COMPUTE OR COMPUTING OR COMPUTES OR COMPUTED)(5N)(PROFIT? -
                  ?)
S2      110766    (USE OR USAGE OR CONSUMPTION OR USING)(2W)(DEVICE OR SERVI-
                  CE OR ENERGY OR EQUIPMENT OR COMPUTER OR DATABASE OR UTILITIES
                  OR ELECTRICITY OR GAS) OR (ENERGY OR EQUIPMENT OR COMPUTER OR
                  DATABASE OR UTILITIES OR ELECTRICITY OR GAS)()(USE ...
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                  PRICE)
S4         616    (FUTURE)(3W)PROFIT? ?
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S6          27    S3 AND S4
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S10          0    S8 OR S10
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```

11/3,K/1   (Item 1 from file: 2)
DIALOG(R)File   2:INSPEC
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7879561   INSPEC Abstract Number: B2004-04-0170C-016, C2004-04-7170-009
 Title: Sequential product design
  Author(s): Ecer, S.
  Author Affiliation: LECG, LLC, Washington, WA, USA
  Journal: Netnomics   vol.5, no.1   p.33-42
  Publisher: Kluwer Academic Publishers,
  Publication Date: 2003 Country of Publication: Netherlands
  CODEN: NETNF6 ISSN: 1385-9587
  SICI: 1385-9587(2003)5:1L.33:SPD;1-L
  Material Identity Number: H402-2003-002
  Language: English
  Subfile: B C
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  ...Abstract: price competition, less specific designs may serve to
attract more customers, to improve current or **future** pie of monopoly
 profits , or to improve the outside option in bargaining game, depending

121-Apr-0410:53 AM

on the model.
   ...Descriptors: **pricing** ;

   11/3,K/2   (Item 2 from file: 2)
DIALOG(R)File   2:INSPEC
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5990086   INSPEC Abstract Number: C9809-1290D-074
 Title: **Monopolist optimum** pricing **and advertising policies for diffusion models of new product innovations**
   Author(s): Mesak, H.I.; Clark, J.W.
   Author Affiliation: Coll. of Adm. & Bus., Louisiana Tech. Univ., Ruston, LA, USA
   Journal: Optimal Control Applications & Methods   vol.19, no.2   p. 111-36
   Publisher: Wiley,
   Publication Date: March-April 1998 Country of Publication: UK
   CODEN: OCAMD5 ISSN: 0143-2087
   SICI: 0143-2087(199803/04)19:2L.111:MOPA;1-K
   Material Identity Number: O058-98003
   U.S. Copyright Clearance Center Code: 0143-2087/98/020111-26$17.50
   Language: English
   Subfile: C
   Copyright 1998, IEE

 Title: **Monopolist optimum** pricing **and advertising policies for diffusion models of new product innovations**
   ...Abstract: qualitatively for the general model and several specific cases. Cost learning effects and discounting of **future profits** are considered, but repeat sales and likely entry of competitors are disregarded. On the empirical...
   Identifiers: monopolist optimum **pricing** policies...

... **future   profits** ;

   11/3,K/3   (Item 3 from file: 2)
DIALOG(R)File   2:INSPEC
(c) 2004 Institution of Electrical Engineers. All rts. reserv.

5401698   INSPEC Abstract Number: C9612-1290D-004
 Title: **Dynamic** pricing **in retail gasoline markets**
   Author(s): Borenstein, S.; Shepard, A.
   Author Affiliation: California Univ., Berkeley, CA, USA
   Journal: Rand Journal of Economics   vol.27, no.3   p.429-51
   Publisher: Rand,
   Publication Date: Autumn 1996 Country of Publication: USA
   CODEN: RJECEA ISSN: 0741-6261
   SICI: 0741-6261(199623)27:3L.429:DPRG;1-8
   Material Identity Number: G970-96004
   Language: English
   Subfile: C
   Copyright 1996, IEE

 Title: **Dynamic** pricing **in retail gasoline markets**
   Abstract: Supergame models of tacit collusion show that supportable price-cost margins increase with expected **future** collusive **profits** , ceteris paribus. As a result, collusive margins will be larger when demand is expected to...

Identifiers: dynamic **pricing** ; ...

...expected **future** collusive **profits** ;

11/3,K/4   (Item 4 from file: 2)
DIALOG(R)File   2:INSPEC
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5381816   INSPEC Abstract Number: C9611-1290D-014
  Title: **Incorporating price, advertising and distribution in diffusion models of innovation: some theoretical and empirical results**
  Author(s): Mesak, H.I.
  Author Affiliation: Dept. of Bus. Anal. & Commun., Louisiana Tech. Univ., Ruston, LA, USA
  Journal: Computers & Operations Research   vol.23, no.10   p.1007-23
  Publisher: Elsevier,
  Publication Date: Oct. 1996 Country of Publication: UK
  CODEN: CMORAP ISSN: 0305-0548
  SICI: 0305-0548(199610)23:10L.1007:IPAD;1-X
  Material Identity Number: C175-96008
  U.S. Copyright Clearance Center Code: 0305-0548/96/$15.00+0.00
  Language: English
  Subfile: C
  Copyright 1996, IEE

  ...Abstract: for new products. Repeat sales and possible entry of rivals are disregarded but discounting of **future profit** streams and a cost learning curve are allowed. After characterizing optimal policies for a general...
  ... are reported. The results of the theoretical research show that the qualitative structure of optimal **pricing** policies of earlier univariate diffusion models in the literature remain robust upon the inclusion of...
  ...Identifiers: **future profit** streams...

...optimal **pricing** policies

11/3,K/5   (Item 5 from file: 2)
DIALOG(R)File   2:INSPEC
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5221146   INSPEC Abstract Number: C9605-1290D-019
  Title: **Incorporating price and replacement purchases in new product diffusion models for consumer durables**
  Author(s): Mesak, H.I.; Berg, W.D.
  Author Affiliation: Coll. of Adm. & Bus., Louisiana Tech. Univ., Ruston, LA, USA
  Journal: Decision Sciences   vol.26, no.4   p.425-49
  Publisher: Decision Sci. Inst,
  Publication Date: July-Aug. 1995 Country of Publication: USA
  CODEN: DESCDQ ISSN: 0011-7315
  SICI: 0011-7315(199507/08)26:4L.425:IPRP;1-L
  Material Identity Number: D058-96002
  Language: English
  Subfile: C
  Copyright 1996, IEE

  ...Abstract: purchases in new product diffusion models. On the theoretical side, this paper characterizes, qualitatively, optimum **pricing**

policies for new products. Possible entry of rivals is not considered, but repeat sales, cost learning dynamics and discounting of **future profit** streams are allowed. Theoretical research findings suggest that the inclusion of repeat purchases in the diffusion model significantly changes the derived optimal **pricing** policy even if replacements were not price dependent. On the empirical side, alternative first purchase...

...Identifiers: optimal **pricing** policy...

11/3,K/6   (Item 6 from file: 2)
DIALOG(R)File   2:INSPEC
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03441648   INSPEC Abstract Number: C89053198
 Title: **A search model of optimal** pricing **and production**
  Author(s): Alpern, S.; Snower, D.J.
  Author Affiliation: London Sch. of Econ., UK
  Journal: Engineering Costs and Production Economics   vol.15   p.279-84
  Publication Date: May 1989 Country of Publication: Netherlands
  CODEN: ECPEDE ISSN: 0167-188X
  U.S. Copyright Clearance Center Code: 0167-188X/88/$03.50
  Conference Title: Fourth International Symposium on Inventories
  Conference Date: 25-29 Aug. 1986   Conference Location: Budapest, Hungary
  Language: English
  Subfile: C

 Title: **A search model of optimal** pricing **and production**
  Abstract: The optimal **pricing** problem is approached from a point of view that incorporates the idea that the firm learns about its demand curve through its **pricing** , production and inventory holding decisions. With this in mind, a methodology is outlined based on...

... and thereby reducing its chances of holding inventories; on the other, it can expect more **future profit** by increasing production, increasing its chances of holding inventories, and thereby increasing its chances of
...
  ...Identifiers: optimal **pricing** ;

11/3,K/7   (Item 7 from file: 2)
DIALOG(R)File   2:INSPEC
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02181935   INSPEC Abstract Number: D84000253
  Title: **Weigh affordability vs. profitability to price EFT products, services**
  Author(s): Jaffe, M.O.
  Journal: Bank Systems & Equipment   vol.20, no.12   p.71-5
  Publication Date: Dec. 1983 Country of Publication: USA
  CODEN: BSEQD6 ISSN: 0146-0900
  Language: English
  Subfile: D

  Abstract: **Pricing** any bank product is a risky process: to develop a product, target it for the...

...time needed to develop a retail or corporate customer base that uses the services, make **pricing** difficult, and even haphazard at times. Bankers want to charge enough for the service to...

... but may choose to charge little, if anything, to encourage the higher volume needed for **future profits** . The banks must make electronic services cheaper for customers to consider changing to them, even...
...Identifiers: **pricing**

11/3,K/8   (Item 8 from file: 2)
DIALOG(R)File   2:INSPEC
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01457641   INSPEC Abstract Number: C80003952
 Title: **Stochastic control of competition through prices**
  Author(s): Deshmukh, S.D.; Winston, W.
  Author Affiliation: Northwestern Univ., Evanston, IL, USA
  Journal: Operations Research   vol.27, no.3   p.583-94
  Publication Date: May-June 1979 Country of Publication: USA
  CODEN: OPREAI ISSN: 0030-364X
  Language: English
  Subfile: C

   ...Abstract: rate of arrival of new firms into the industry. Therefore, the firm's optimal dynamic **pricing** strategy must balance the increased current profits from setting a high price against the expected dilution of **future profits** due to additional competition. The authors provide a continuous-time Markov decision model and characterize...
   ...Identifiers: dynamic **pricing** strategy...

11/3,K/9   (Item 1 from file: 35)
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01782995 ORDER NO: AADAA-I9992840
Moral hazard and adverse selection in the economics of health care: Three essays
  Author: Koc, Cagatay
  Degree: Ph.D.
  Year: 2000
  Corporate Source/Institution: The University of Texas at Austin (0227)
  Source: VOLUME 61/11-A OF DISSERTATION ABSTRACTS INTERNATIONAL.
           PAGE 4474. 158 PAGES
  ISBN: 0-493-01023-8

    ...threat of exclusion in future periods. The model suggests that sponsors exploit an entrant's **pricing** behavior which makes an incumbent a constrained local monopolist in the **future** , implying positive expected **profits** .
    The third chapter argues that an increase in the price of health care produces two...

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01767363 ORDER NO: AADAA-I9986497
Real options in energy markets: Analysis and computation
  Author: Romine, Bradley Ralph
  Degree: Ph.D.

Year: 2000
Corporate Source/Institution: Stanford University (0212)
Source: VOLUME 61/09-B OF DISSERTATION ABSTRACTS INTERNATIONAL.
         PAGE 4959. 108 PAGES
ISBN: 0-599-93041-1

    ...important characteristics in varying degrees. First, the
uncertainty in energy prices can drastically affect the **future   profits**
from an asset. The best one can do is to assess the probabilities of
outcomes...

    ...the operation and valuation of assets. Real options incorporates the
technology and concepts developed for **pricing** financial derivatives.
Information from financial markets enables the rigorous analysis of complex
decisions in uncertain...

11/3,K/11   (Item 3 from file: 35)
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01753024 ORDER NO: AADAA-I9978083
**Two essays: "Trading-up" and "trading-in" durable goods: Version and
competitive upgrades in the software industry, and, Do switching costs make
markets more or less competitive? The case of 800-number portability**
  Author: Viard, Victor Brian
  Degree: Ph.D.
  Year: 2000
  Corporate Source/Institution: The University of Chicago (0330)
  Source: VOLUME 61/07-A OF DISSERTATION ABSTRACTS INTERNATIONAL.
         PAGE 2840. 200 PAGES
  ISBN: 0-599-84389-6

    ...one I develop and test a theoretical model that explains important
empirical facts about the **pricing** and use of PC software upgrades. I
model duopolists offering successive generations of a differentiated...

    ...employ an overlapping generations model with infinite-lived firms which
better reflects the effect of **future   profits** on current decisions.
    My model explains important features of the PC software industry.
First, software...
    ...all consumers. Theoretical models provide an ambiguous answer due to two
opposing incentives in firms' **pricing** decisions. The firm would like to
charge a higher price to previous purchasers who are...

11/3,K/12   (Item 4 from file: 35)
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01353022 ORDER NO: AAD94-15308
**ACTIVITY IN THE FORWARD MARKET: THE FIRM AND FOREIGN EXCHANGE RISK
(HEDGING)**
  Author: ELLIS, STEFFANY GARRETT
  Degree: PH.D.
  Year: 1993
  Corporate Source/Institution: THE UNIVERSITY OF NORTH CAROLINA AT CHAPEL
         HILL (0153)
  Source: VOLUME 54/12-A OF DISSERTATION ABSTRACTS INTERNATIONAL.
         PAGE 4524. 197 PAGES

...to hedge foreign exchange risk. The exporter, facing a monopolistically competitive foreign market, must choose **pricing** , invoicing, and hedging strategies so as to maximize the present value of the stream of expected **future profits** subject to a customer-flow constraint. Both the exporter and the importer (the customer) are...

11/3,K/13   (Item 5 from file: 35)
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01274423   ORDER NO: AAD93-03751
TOPICS ON MULTIMARKET SIGNALING OF PRODUCT QUALITY (QUALITY SIGNALING)
   Author: HUANG, HENGCHIANG
   Degree: PH.D.
   Year: 1992
   Corporate Source/Institution: THE UNIVERSITY OF MICHIGAN (0127)
   Source: VOLUME 53/10-A OF DISSERTATION ABSTRACTS INTERNATIONAL.
        PAGE 3599. 208 PAGES

    ...1) product costs; (2) the quality levels; (3) the management's inherent discount factor for **future profit** streams; (4) the proportion of consumers observing the signals; (5) the fraction of initially informed ...

...and (7) consumer taste for quality. Exploration of these relationships reveals useful insights on firms' **pricing** and advertising behavior.
    Due to possible market constraints on price and advertising, a phenomenon made...

11/3,K/14   (Item 6 from file: 35)
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01188998   ORDER NO: AAD80-29745
AN ECONOMIC ANALYSIS OF THE AUDITOR-CLIENT CONTRACTUAL RELATIONSHIP
   Author: DEANGELO, LINDA ELIZABETH
   Degree: PH.D.
   Year: 1980
   Corporate Source/Institution: UNIVERSITY OF WASHINGTON (0250)
   Source: VOLUME 41/07-A OF DISSERTATION ABSTRACTS INTERNATIONAL.
        PAGE 3159. 212 PAGES

    ...of the auditor-client contractual relationship. It provides a theory which potentially explains the equilibrium **pricing** of audit services, auditor concentration, and the length of the auditor-client relationship in response...

...quality. One such investment is the auditor's specialized assets. These are the value of **future** economic **profit** which the auditor can capture due to learning-by-doing and positive transactions costs of...

...total production costs in future periods. Competition among auditors in the current period for this **future profit** implies "low-balling" on initial audit engagements, (i.e., lowering current fees below current costs ...

...clients serves as a "collateral bond" to guarantee audit quality. This

quality guaranteeing function of **future** economic **profit** from other clients has not been previously recognized in the auditing literature, and is an...

11/3,K/15   (Item 7 from file: 35)
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1065966 ORDER NO: AAD89-12846
THE EFFECTS OF DIFFERENTIAL REGULATION: THE CASE OF COMPETITIVE COMMON CARRIER AND LONG-DISTANCE TELECOMMUNICATIONS
  Author: HYDE, LAUREL CLARK
  Degree: PH.D.
  Year: 1989
  Corporate Source/Institution: UNIVERSITY OF CALIFORNIA, LOS ANGELES (0031)
  Source: VOLUME 50/04-A OF DISSERTATION ABSTRACTS INTERNATIONAL.
           PAGE 1028. 190 PAGES

     ...the policy change upon AT&T and the major Other Common Carriers. The Capital Asset **Pricing** Model (CAPM), financial, and other data are used to measure the effects of the regulatory...

...returns associated with the Competitive Carrier events. The abnormal returns show the expected changes in **future** firm **profits** because of the regulatory change. Financial data examined includes revenue, profit, volume, market share, price...

11/3,K/16   (Item 8 from file: 35)
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1057082 ORDER NO: AAD89-08090
PRODUCT DIFFERENTIATION AND COLLUSIVE BEHAVIOR
  Author: CHANG, MYONG-HUN
  Degree: PH.D.
  Year: 1988
  Corporate Source/Institution: THE JOHNS HOPKINS UNIVERSITY (0098)
  Source: VOLUME 50/01-A OF DISSERTATION ABSTRACTS INTERNATIONAL.
           PAGE 224. 150 PAGES

     ...a differentiated products industry, firms offering similar products have a strong incentive to coordinate their **pricing** decisions in order to avoid severe price competition. However, the temptation to defect from the ...

...game (stage 2). In this setting, we find that firms with a high valuation of **future** **profits** differentiate their products only moderately so as to capture local monopoly power in each segmented...

...collusive outcome is sustained as a closed-loop subgame perfect equilibrium if firms sufficiently value **future** **profits** . Furthermore, it is found that flexible product relocation makes collusion more difficult because it reduces...

11/3,K/17   (Item 9 from file: 35)
DIALOG(R)File   35:Dissertation Abs Online

0990239   ORDER NO: AAD88-09653
TRADING BEHAVIOR IN THE FOREIGN EXCHANGE MARKET
  Author: KAUFFMANN, BARBARA
  Degree: PH.D.
  Year: 1987
  Corporate Source/Institution: THE UNIVERSITY OF FLORIDA (0070)
  Source: VOLUME 49/04-A OF DISSERTATION ABSTRACTS INTERNATIONAL.
      PAGE 0912. 94 PAGES

      ...exposed to randomness in both the customer and the interdealer
markets, follow time-invariant, optimal **pricing** and trading strategies.
These strategies assign to each combination of dealer inventories those
rates and orders, which maximize the expected present value of the dealers'
current and **future** **profits** . They consider the competitors' optimal
behavior and the fact that each dealer's decision-making...

...only indirectly related over price competition. In an infinite-horizon
framework each dealer's optimal **pricing** strategy is derived and a
noncooperative Nash equilibrium is found for the market as a...

...exchange rate. The noncooperative Nash equilibrium for this model, which
consists of both dealers' optimal **pricing** and ordering strategies, is
also derived. A one-period horizon version of this infinite-horizon model
is presented to interpret outcomes. As before, each dealer's optimal
pricing strategy is negatively related to both dealers' inventories.
Furthermore, an inverse relationship between a dealer...

  11/3,K/18   (Item 10 from file: 35)
DIALOG(R)File   35:Dissertation Abs Online

919518   ORDER NO: AAD86-14003
THE ACQUISITION OF FINANCING AND OPTION PRICING **THEORY**
  Author: MACMILLAN, LIONEL WALTER
  Degree: PH.D.
  Year: 1986
  Corporate Source/Institution: ARIZONA STATE UNIVERSITY (0010)
  Source: VOLUME 47/04-A OF DISSERTATION ABSTRACTS INTERNATIONAL.
      PAGE 1429. 96 PAGES

THE ACQUISITION OF FINANCING AND OPTION PRICING **THEORY**

      ...study presents three papers dealing with different aspects of the
relation between financing and option **pricing** theory. The method is
theoretical. The three papers deal with different problems, but have a
unity of theme in their concern with financing, using the tools and ideas
of option **pricing** theory.
        The first paper deals with the valuation of a project for which
financing is...

...of foregone projects, as the amount of the commitment increases. A
natural connection with option **pricing** emerges from the theory. The
results have applicability to the liquidity problem banks face in...

...financing can be obtained in the form of deposits. Current deposit
acquisition decisions will affect **future** **profits** . The third paper
presents a view of **future** **profits** as the payoff on an option, and

derives a criterion for the optimal level of...

11/3,K/19   (Item 11 from file: 35)
DIALOG(R)File   35:Dissertation Abs Online
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909278   ORDER NO: AAD86-02211
OPTIMAL PRICING **STRATEGIES: THE ROLE OF SHARE EFFECTS NEW CUSTOMER ENTRY AND BRAND SWITCHING (OPTIMAL CONTROL)**
   Author: DIERICKX, INGEMAR ERNEST
   Degree: PH.D.
   Year: 1985
   Corporate Source/Institution: HARVARD UNIVERSITY (0084)
   Source: VOLUME 47/01-A OF DISSERTATION ABSTRACTS INTERNATIONAL.
         PAGE 270.   199 PAGES

OPTIMAL PRICING **STRATEGIES: THE ROLE OF SHARE EFFECTS NEW CUSTOMER ENTRY AND BRAND SWITCHING (OPTIMAL CONTROL)**

    The object of this study is to determine optimal **pricing** strategies
and corresponding share trajectories for a dominant firm D facing
competition from a competitive...

...optimal control theory. The dominant firm is assumed to maximize the net
present value of **future   profits** . The time horizon is free, and is
chosen optimally by D. An equation of motion...
...preference for the "industry standard", etc.), negative (congestion), or
zero (as assumed in earlier dynamic **pricing** models).
     Two different models are developed. The first assumes that brand
switching can be ignored...

...price-share trajectories is derived. A qualitative characterization of a
number of generic strategies (penetration **pricing** , partial harvesting,
limit **pricing** and exit) is obtained, as well as a set of conditions on
the parameter values...

...trajectories in a number of cases. Parallels are drawn with models by
Gaskins (Dynamic Limit **Pricing**) and Schelling (Hockey Helmets, Daylight
Saving, and other Binary Choices).
     Results highlight the importance of...

...purchases by new customers vs. brand switching by repeat customers in
the formulation of optimal **pricing** strategies for the dominant firm.
     . . .

11/3,K/20   (Item 12 from file: 35)
DIALOG(R)File   35:Dissertation Abs Online
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845247   ORDER NO: AAD84-10516
**COOPERATIVE AND NON-COOPERATIVE DISCRETE DIFFERENTIAL MODELS OF OIL
PRICING AND THE OPEC CARTEL**
   Author: AHMADIAN, MAJID
   Degree: PH.D.
   Year: 1984
   Corporate Source/Institution: STATE UNIVERSITY OF NEW YORK AT BUFFALO (
         0656)
   Source: VOLUME 45/03-A OF DISSERTATION ABSTRACTS INTERNATIONAL.

COOPERATIVE AND NON-COOPERATIVE DISCRETE DIFFERENTIAL MODELS OF OIL PRICING AND THE OPEC CARTEL

   ...from the bargaining process; while, in the NCDDMs it is the present value of the **future   profit** streams. Cost functions of the models are assumed to be a function of the past...

11/3,K/21   (Item 13 from file: 35)
DIALOG(R)File 35:Dissertation Abs Online
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819707 ORDER NO: NOT AVAILABLE FROM UNIVERSITY MICROFILMS INT'L.
IMPERFECT COMPETITION, PRICE ADJUSTMENT COSTS, AND THE PHILLIPS CURVE
   Author: NAISH, HOWARD FITZROY
   Degree: PH.D.
   Year: 1983
   Corporate Source/Institution: UNIVERSITY OF SOUTHERN CALIFORNIA (0208)
   Source: VOLUME 44/05-A OF DISSERTATION ABSTRACTS INTERNATIONAL.
            PAGE 1528.

   ...adjust.
        The thesis is divided into two main parts; a micro section, which investigates the **pricing** decisions of the individual firm, and a macro section, which extends the analysis to an...

   ...of prices, and intervals between price changes, so as to maximize the present value of **future   profits** . This choice allows one to derive a relationship between the firm's output and the...

11/3,K/22   (Item 14 from file: 35)
DIALOG(R)File 35:Dissertation Abs Online
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773047 ORDER NO: AAD82-06557
THE TREASURY BILL AND GNMA FUTURES MARKETS: AN ANALYSIS OF MARKET EFFICIENCY
   Author: MEEHAN, JOHN JOSEPH, JR.
   Degree: PH.D.
   Year: 1981
   Corporate Source/Institution: NEW YORK UNIVERSITY, GRADUATE SCHOOL OF
            BUSINESS ADMINISTRATION (0868)
   Source: VOLUME 42/10-A OF DISSERTATION ABSTRACTS INTERNATIONAL.
            PAGE 4512. 191 PAGES

   This thesis deals with the efficiency of **pricing** in the Treasury Bill and GNMA futures markets. The objectives of this investigation are threefold: first, to determine whether arbitragers can profit by exploiting any inefficiencies in the **pricing** of futures contracts; second, to determine whether **pricing** has become more efficient with the passage of time; and third, to determine whether the...

   ...long (short) in the cash market is matched with a short (long) position in the **future** contract. If **profits** exist, a further test is performed to determine if they persist by delaying execution of...

11/3,K/23   (Item 1 from file: 583)
DIALOG(R)File 583:Gale Group Globalbase(TM)
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09641009
E partito il road show del tesoro per presentare agli investitori l'\
  Italy: Lotto and Superenalotto bonds to be issued
Milano Finanza (XRC)   22 Nov 2001 Online
Language: ITALIAN

... Superenalotto case represents a turning point for the Italian Treasury,
as the first privatisation of **future   profits** providing for asset backed
securities worth EUR 3bn. Dario Scannapieco, a representative of the
Treasury...

... bonds will be listed on the Luxembourg Stock Exchange, and will be
guaranteed by the **future   profits** from Lotto and Superenalotto games
over the next four years. It has been calculated that...

... s and Fitch, respectively reaching a term on 6 December 2002, 2003 and
2004. The **pricing** of the bonds will be determined over the next
fortnight, with the coupon paying a...

11/3,K/24   (Item 2 from file: 583)
DIALOG(R)File 583:Gale Group Globalbase(TM)
(c) 2002 The Gale Group. All rts. reserv.

06653004
House insurance set to rise
  UK: LOSSES WILL HIT HOUSEHOLD INSURANCE PRICES
Daily Mail (DML)   08 Jul 1998 p.56
Language: ENGLISH

... Woodrow, the <UK> insurance consultancy, the losses have also been
fuelled by some under competitive **pricing** with insurers banking on
future   profits , and leading UK household insurance companies such as
Royal & SunAlliance, CGU (the merged Commercial Union...

11/3,K/25   (Item 3 from file: 583)
DIALOG(R)File 583:Gale Group Globalbase(TM)
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05999662
KMB seeks road **pricing** to save traffic-jam cost
  HONG KONG: CALL FOR ELECTRONIC ROAD **PRICING**
South China Morning Post (XKT)   09 Jun 1994 p.6
Language: ENGLISH

KMB seeks road **pricing** to save traffic-jam cost
  HONG KONG: CALL FOR ELECTRONIC ROAD **PRICING**

In Hong Kong, Kowloon Motor Bus (KMB) is calling for the introduction of
electronic road **pricing** to keep the roads moving. John Chan Cho-chak said
that KMB was losing more...

... of the jams. The government has to bring in new measures such as
electronic road **pricing** to solve the problem. Company chairman Woo
Pak-chuen said that the firm's **future   profit** growth from its franchised

bus operation will be difficult to sustain as the profit scheme...

11/3,K/26   (Item 4 from file: 583)
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05750028
Smurfit's **future   profits** depend on imposing US price increase
  US - JSC SEEKS TO INCREASE LINERBOARD PRICES
Sunday Business Post (SBP)   14 March 1993 p19

Smurfit's **future   profits** depend on imposing US price increase

EVENT: PRODUCT **PRICING**
?

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        (c) 2004 The Gale Group
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        (c) 2004  The Gale Group
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        (c) 2004 The Dialog Corp.
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        (c) 2004 Business Wire.
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        (c) 2004 PR Newswire Association Inc
File 634:San Jose Mercury  Jun 1985-2004/Apr 20
        (c) 2004 San Jose Mercury News
File 636:Gale Group Newsletter DB(TM) 1987-2004/Apr 21
        (c) 2004 The Gale Group
File 810:Business Wire 1986-1999/Feb 28
        (c) 1999 Business Wire
File 813:PR Newswire 1987-1999/Apr 30
        (c) 1999 PR Newswire Association Inc
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Set	Items	Description
S1	176625	(ESTIMAT? OR CALCULAT? OR DETERMIN? OR ANALYS? OR ANALYZ? - OR COMPUTE OR COMPUTING OR COMPUTES OR COMPUTED)(5N)(PROFIT? - ?)
S2	2136361	PRICING OR (DETERMIN? OR DECID? OR CALCULAT?)(3W)(CHARGE OR PRICE)
S3	28852	(FUTURE)(3W)PROFIT? ?
S4	634660	(USE OR USAGE OR CONSUMPTION OR USING)(2W)(DEVICE OR SERVICE OR ENERGY OR EQUIPMENT OR COMPUTER OR DATABASE OR UTILITIES OR ELECTRICITY OR GAS) OR (ENERGY OR EQUIPMENT OR COMPUTER OR DATABASE OR UTILITIES OR ELECTRICITY OR GAS)()(USE ...
S5	24	S1 AND S2 AND S3 AND S4
S6	0	S1(S)S2(S)S3(S)S4
S7	0	S1(3S)S2(3S)S3(3S)S4
S8	40	S1(2S)S2(2S)S4
S9	64	S5 OR S8
S10	61	S1(2S)S2(2S)S3
S11	123	S9 OR S10
S12	96	RD (unique items)
S13	59	S12 NOT PY>2000
S14	59	RD (unique items)

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? t14/3,k/all
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14/3,K/1   (Item 1 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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02429350 115922803
Virtual organisations: new lamps for old

121-Apr-0411:42 AM

Walters, David
Management Decision v38n6 PP: 420 2000
ISSN: 0025-1747 JRNL CODE: MGD
WORD COUNT: 9060

...TEXT: homogeneous product manufacturers apply technology (automated processes) which increase fixed costs but lower unit costs; **pricing** is used to expand volume still further. Product life cycles are long, and maintained that... change, rather than an effort to control it. This strategy is based on flexible multi- **use** **equipment** (technology management); skilled workers (knowledge management); and the creation, through politics of an industrial community...technology and R and D are essential strategic features (see Figure 7).

The new technologies **use** **computer** -based techniques to manufacture (within a predetermined envelope of variety) a range of products without... variations of revenue and profit distribution. They use it to provide an approach to mapping **profit** pools:
- Define the pool. **Determine** which value chain activities influence the organisation's ability to generate **profits** , now and in the future.

- **Determine** the size of the pool. Develop a baseline **estimate** of the cumulative **profits** generated by all **profit** pool activities.

- **Determine** the distribution of **profits** . Develop **estimates** of the **profits** generated by individual activities.

- Reconcile the estimates. Compare the outputs of steps two and three...

... be used to identify profit trends and to create an awareness of the implications of **future** structural shifts. The **profit** pool approach does explain why a number of the large automotive manufacturers are questioning their...

14/3,K/2   **(Item 2 from file: 15)**
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02023808 53883442
Valuing business goodwill loss in eminent domain cases
Trout, Robert R
Appraisal Journal v68n2 PP: 171-179 Apr 2000
ISSN: 0003-7087 JRNL CODE: APJ
WORD COUNT: 4463

...TEXT: but not always identical with, a loss of business profits. Past profits and expectation of **future** **profits** primarily **determine** total business value, and therefore determine business goodwill.

The value of business goodwill can be...necessary. Another popular method for estimating a discount rate is to use the Capital Asset **Pricing** Model (CAPM). This model was developed through the influence and work of several Nobel-prize...compared with the actual deposit levels in Figure 2. Once the loss of deposits was **determined** , **profits** and reduced business goodwill value were estimated using standard financial accounting and valuation tools.

The... pre-tax revenues amounted to $298,000. The second method for estimating lost revenues involved **using** gallons of **gas** sold as the

dependent variable in a statistical time-series model. The estimated lost gallons...

14/3,K/3   (Item 3 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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01957836 45456417
The bank merger movement: Efficiency, stability and competitive policy concerns
Hanweck, Gerald A; Shull, Bernard
Antitrust Bulletin v44n2 PP: 251-284 Summer 1999
ISSN: 0003-603X JRNL CODE: ANB
WORD COUNT: 9347

...TEXT: of whom have long been the largest banks in local markets.

Models of dynamic limit **pricing** and price-leadership indicate that dominant firms with cost advantages and lower rates of discount...

...They also indicate a tradeoff between market share of the dominant firms and their discounted **future** **profits** , with a **determinant** optimal maximum market share of less than 100 percent. In banking, TBTF status constitutes a...

14/3,K/4   (Item 4 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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01805208 04-56199
Limiting patentees' market power without reducing innovation incentives: The perverse benefits of uncertainty and non-injunctive remedies
Ayres, Ian; Klemperer, Paul
Michigan Law Review v97n4 PP: 985-1033 Feb 1999
ISSN: 0026-2234 JRNL CODE: MLW
WORD COUNT: 20501

...TEXT: because the patentee receives the same expected return, but the social inefficiency of supra-competitive **pricing** is reduced by more than 30%. The righthand column of Table 1- depicting the "Ratio...

... a probabilistic patent regime that lengthened the patent's duration sufficiently to keep the expected **profits** constant.40 This **analysis** resonates with Louis Kaplow's proposed standard for judging whether compensating increases in patent duration...

... reduces patentee profits, that increasing the patent length can compensate the patentee for reduced interim **pricing** and still leave extra surplus for consumers. This result holds not just for linear demand... duration to compensate the patent holder for lower profits per period. First, the discounting of **future** **profits** limits the ability of lawmakers to sufficiently lengthen the duration in order to hold the...

14/3,K/5   (Item 5 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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01708646 03-59636
Lao: A new item on the agenda?
Fisher, John; Mumby, Van
International Tax Review v9n8 PP: 64-66 Sep 1998
ISSN: 0958-7594 JRNL CODE: ITR
WORD COUNT: 1649

...TEXT: patents and equipment. The local investors may provide capital in foreign currency, natural resources, land **use** and **equipment** ; and

* wholly foreign-owned enterprise - the foreign party has control over the management and operations...

... no reference to the profits tax treatment of foreign exchange differences or costs of financing.

Profits tax is **determined** on a calendar year basis and is generally payable quarterly in advance with finalization ...of the first year). Any profits tax overpaid can be carried forward for deduction against **future profits** tax liabilities. There is no provision in the tax law for a refund of profits...
... the Tax Law or Decree that address capital gains, corporate residency, source, thin capitalization, transfer **pricing** or permanent establishment. There are no provisions that would subject to tax a foreign company...

14/3,K/6   **(Item 6 from file: 15)**
DIALOG(R)File 15:ABI/Inform(R)
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01565417 02-16406
Cyberspace transactions present interesting international, state and local tax issues
Levey, Marc M; O Donnell, Thomas A; Powers, J Pat
Tax Executive v49n6 PP: 476-486 Nov/Dec 1997
ISSN: 0040-0025 JRNL CODE: TXE
WORD COUNT: 9787

...TEXT: considering the source) would be a substantial change in U.S. tax jurisdiction concepts. Transfer **Pricing** Although the previously discussed substantive international tax issues for Cyberspace can be difficult and raise significant ambiguities, transfer **pricing** issues become even more unwieldy in the context of electronic commerce and the globalization it permits. The starting point for intercompany **pricing** purposes is determining the proper characterization of the transaction. In the United States, that characterization will dictate which set of transfer **pricing** methods is available -- those covering sales of tangible or intangible property, the licensing of intangible...

... that may be purchased through, or downloaded from, the Web site or establishing fees for **database usage** . Complexity, however, arises with global banking, telecommunications, or technology projects where global collaboration functions to...

... and engineering projects are carried out by laboratories around the world.

The goal of transfer **pricing** in these cases is to allocate the income from the end product of the collective effort to the individual legal entities involved. Under basic transfer **pricing** tax and economic

principles, this allocation must be commensurate with the functions performed, risks taken...

...process.

As evidenced in the area of global trading in the financial industry, traditional transfer **pricing** rules do not lend themselves to practical application and implementation in these cases. Recognizing this...

... profitability, those factors must be incorporated into the formula or separately compensated prior to any **profit** -split **analysis** . Aside from Notice 94-40, the IRS publicly announced any conclusions regarding appropriate allocations among...
...on additional types of transactions, or make public at least the general concepts underlying Advanced **Pricing** Agreements that have been reached with taxpayers on those matters. Meanwhile, taxpayers will be left...

14/3,K/7   (Item 7 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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01246174 98-95569
Finance from a new perspective
Haugen, Robert A
Financial Management v25n1 PP: 86-97 Spring 1996
ISSN: 0046-3892 JRNL CODE: FMG
WORD COUNT: 8247

...TEXT: the third camp believe that the premiums are the product of imprecision and bias in **pricing** . Consider stocks with differential potentials for earning abnormal profit. Define True Abnormal **Profit** (TAP) as the best **estimate** of the amount and duration of a firm's **future** abnormal **profit** . Define Priced Abnormal Profit (PAP) as the amount and duration of abnormal profit reflected in...

...prices are assigned to firms with different TAPs. However, if the market is merely imprecise, **pricing** errors do not tend to be correlated with the level of TAP. Suppose, however, the...

...the winners and losers of the past, but they fail to catch on to their **pricing** bias because they monitor relative performance over relatively short time horizons.
I. The New Evidence...

14/3,K/8   (Item 8 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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01243542 98-92937
The investment process for international construction projects
Khazanet, V L
Cost Engineering v38n7 PP: 38-44 Jul 1996
ISSN: 0274-9696 JRNL CODE: ACO
WORD COUNT: 4981

...TEXT: generates the physical numbers; it also can show that some of the main components that **determine** **future** **profit** are insufficient. Primarily, investment development can be headed in the following

directions.

Investment development follows... includes investments of national importance, such as the conversion of military production/sites to civilian **use** , **energy** , logistics, environmental protection, etc.

Investments to expand existing facilities-the sources could be both internal...process;

an imbalance of financial benefits leads to a loss of loyalty between parties;
the **pricing** of the project is unjustifiably high; and

opposition among environmental and civilian groups is caused...

14/3,K/9 **(Item 9 from file: 15)**
DIALOG(R)File 15:ABI/Inform(R)
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01158177 98-07572
A modeling approach to evaluating strategic uses of information technology
Post, Gerald V; Kagan, Albert; Lau, Kin-Nam
Journal of Management Information Systems: JMIS v12n2 PP: 161-187 Fall 1995
ISSN: 0742-1222 JRNL CODE: JMI
WORD COUNT: 11414

...TEXT: concentrate on situations where the benefits arise From increased sales instead of reduced operating costs.

Profits

Profits are **calculated** on the basis of the balance sheet of a given bank. The primary effect of...

...additional term in equation(13), where fees = pi N M sub i(t).

Note that **profits** must be **computed** for each time period. As pointed out . by Clemons [6], and reiterated by many others...function would change when technology is implemented. In other words, the model would require two · **profit** functions: (1)the **calculation** of current **profits** , and (2) a formula to **calculate** **profits** (and costs) if the entire production process is changed.

Operating costs can also be included...

... is that relying on cost-benefit studies is not sufficient. The value of the technology (**future** **profit** stream) and implementation time change considerably when considering the strategic effects. This method provides a ...1-7,

12. Grimm, K.L., and Balto, D.A. How the antitrust laws limit **pricing** policies of shared ATM networks. Banking Law Review, 4, 3 (March 1992), 15-24.

13...

...16, 4 (November 1984), 576-712.

35. Saunders, K.A. Automation revolution: how banks are **using** high-tech **equipment** to deliver service and enhance sales. Bank Marketing, 14, 5 (May 1992), 34-37.
36...earlier. At each time-pair,

a. Evaluate the switching probabilities.

b. Compute market shares.

c. **Compute** present value of costs and **profits** .

d. Maintain dynamic profiles of capital and market shares.

3. Use Nash equilibrium (or alternative...

14/3,K/10   (Item 10 from file: 15)
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01154879 98-04274
Hospitality and tourism: International industries experiencing common problems
Ingram, Hadyn
International Journal of Contemporary Hospitality Management v7n7 PP: 44-54 1995
ISSN: 0959-6119 JRNL CODE: IJH
WORD COUNT: 4488

...TEXT: role of technology in supporting the finance function. He proposes an approach to financial planning **using computer** spreadsheets and suggests that these spreadsheet models need not be large or complex, yet provide...

... design principles may be applied to financial planning and control situations such as cost-volume- **profit analysis** , food and beverage budgeting, flexible budgetary control, comparative analysis, stock control, credit management, cash forecasting, menu engineering, **profit** sensitivity **analysis** , **pricing** decisions and so on.

Jeffrey and Hubbard[47] explore the use of hotel occupancy as...
...analytical rigour and organizational performance. Financial analysis and decision making can be improved by the **use** of **computer** technology, but there appears to be a consensus of agreement between the hospitality industry and...

14/3,K/11   (Item 11 from file: 15)
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01004028 96-53421
Privatisation and capital markets in OECD countries
Anonymous
Financial Market Trends (France)   n60 PP: 13-29 Feb 1995
ISSN: 0378-651X JRNL CODE: FMT
WORD COUNT: 5685

...TEXT: the links to government have been cleanly severed than for those with some remaining links.

Pricing and valuation are important tasks. A provisional balance sheet for the new company must be...

... going concern, accountants for both the company and the government will normally make projections of **future** earnings and **profits** to arrive at **estimates** of dividend yields, price earning ratios and discounted cash flows. Prices in recent comparable sales...

14/3,K/12   **(Item 12 from file: 15)**
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00947823 95-97215
Accounting tools really can help: Product profitability analysis
Laing, Eric
Management Accounting-London v72n9 PP: 50-51 Oct 1994
ISSN: 0025-1682 JRNL CODE: MAC
WORD COUNT: 1471

...TEXT: weekend away'. For example, one graph (see Figure 1, which uses dummy figures) showed the **estimated** trading **profit** as a percentage of sales for each product group at maximum, minimum and budget volumes...

... of service cost centres could be seen. So if a product seemed to make excessive **use** of a **service** cost centre, the specific cause could be identified. In this way hidden costs were exposed...

... a production cost centre made of the various service cost centres was visible. Thus the **pricing** of a potential new job could be done with more precision and confidence.

It is...

14/3,K/13   **(Item 13 from file: 15)**
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00941324 95-90716
Database husbandry
Hise, Phaedra
Inc. v16n13 (Technology Supplement) PP: 100 1994
ISSN: 0162-8968 JRNL CODE: INO
WORD COUNT: 469

...TEXT: system makes that much easier. "No matter which service customers pull out, I'm profitable."

Using a **database** of previous jobs as a guideline, Pro Care establishes a budget before bidding on a...

... grounds). Once that job is done, its costs are entered into the database, and Rolsky **calculates** his expenses and his **profit** . To boost margins when that customer calls for repeat service, Rolsky may send fewer workers...

...as I remind myself to delegate, since that's why I bought the system."

PROBLEM: **Pricing** jobs accurately
SOLUTION: A customizable software package with a relational database

PAYOFF: Lower prices and...

 14/3,K/14   (Item 14 from file: 15)
DIALOG(R)File   15:ABI/Inform(R)

...ABSTRACT: prices, heavy debt, and a rise in post-acquisition operating
expenses. High leverage and transfer **pricing** have also contributed to
the low US profits of foreign firms. It is suggested that...
...TEXT: subdued pace of such acquisitions in the 1990s points to higher
returns in the near **future** . Improved **profits** of foreign firms should
narrow the internal or fiscal deficit but widen the external, current...is
just shy of an estimate of $4.0 billion derived by a parallel calculation
 using Internal Revenue **Service** data on net interest paid in relation to
sales by "foreign-controlled" and "other domestic...serves the same goal of
keeping prices to U.S. consumers competitive. In short, the **pricing**
strategies of multinational firm, at least in autos, have offset the
weakening of the dollar...firms burden their U.S. operations with more than
their fair share of debt.

TRANSFER **PRICING**

The second method of shifting profits, transfer **pricing** , may help explain
why foreign firms report lower profits than domestic firms. But it cannot
...

... of foreign firms declined in the 1980s, a trend better explained by
acquisition activity. Transfer **pricing** could only help to account for
developments in the 1980s if the U.S. tax...mix and vintage of industries
across countries. We now consider another approach to the transfer **pricing**
 question that focuses not on country-specific incentives to shift income,
but on industry-specific...

...parent group. Such extensive intrafirm international trade suggests that
modest deviations from arm's-length **pricing** could succeed in shifting
substantial income abroad. Indeed, merchandise trade issues account for 75
percent...

... Accordingly, we investigate whether a larger opportunity to manipulate
prices is associated with weaker reported **profits** in the United States.

An **analysis** of nineteen major manufacturing industries for the period
1977-92 shows that industries in which...

...propensities and exchange rate effects (Appendix II).(27)

How big might profit shifting through the **pricing** of imports from related
parties be? The relationship between profitability and imports from parents

across...

... manufacturing affiliates of foreign firms imported $33.2 billion from their parents in 1990, transfer **pricing** could reduce profits by as much as $8.0 billion. By this calculation, transfer **pricing** in manufacturing might account for a quarter of the 32 billion profit gap (Chart 1...

... profits of foreign firms in the United States and those of domestic firms. Possible transfer **pricing** accounts for about a fourth of the gap. The exchange rate effect is negligible.

The...

... assets acquired in the previous three years. RECENCY captures a variety of influences: acquisition, selection, **pricing** , post-acquisition expenses, and eventual attrition. These acquisition-related influences are more clearly distinguished from...

... consistent with the bivariate analysis. Both regressions sharply downplay the role of leverage. Possible transfer **pricing** now explains only a fifth of the gap. The impact of the dollar was ambiguous...profits in the United States. And firms with greater opportunities to transfer profits through the **pricing** of imports from their U.S. affiliates show weaker profits.

Our interpretation suggests that the...
...94).(31)

Questions have been raised about foreign firms' use of excessive debt or transfer **pricing** to reduce their U.S. operations' reported profits. But informed observers would agree that in... four factors: the recency of acquisition of U.S. operations, leverage, exchange rates, and transfer **pricing** . In this appendix we use multiple regression analysis to assess the impact of each of...

...LEV (total liabilities divided by assets) is used. Two variables capture the effect of transfer **pricing** . MPAR is the ratio of imports from foreign parent corporation to sales; XPAR is the...leverage ratios vary less within a given industry than across industries.

EXCHANGE RATES

Because transfer **pricing** and exchange rate effects are transactions-based, the discussion concerning them focuses on the return...

... that the pure importer's contemporaneous profit margin would decline by 1.2 percent.
TRANSFER **PRICING**

Of the two proxies for transfer **pricing** , the variable XPAR fails to be significant in every specification, suggesting that affiliates do not...the United States than in the consolidated global firm.

20. "IRS efforts in the transfer **pricing** area are of relatively recent vintage, as they relate to FCCs [foreign-controlled corporations]" (IRS...
JOURNAL OF INTERNATIONAL ECONOMICS 36: 373-389.

Knetter, Michael M. 1994. "Exchange Rates and Corporate **Pricing** Strategies." In Yakov Amihud and Richard M. Levich, eds., EXCHANGE RATES AND CORPORATE PERFORMANCE. New...

...in the United States." REVIEW OF ECONOMICS AND STATISTICS 73: 401-13.

Krugman, Paul. 1987. " **Pricing** to Market When the Exchange Rate Changes."
In Steven W. Arndt and J. David Richardson...

... Rose-Ackerman, eds., KNIGHTS, RAIDERS AND TARGETS. New York: Oxford
University Press.
Marston, Richard. 1990. " **Pricing** to Market in Japanese Manufacturing."
JOURNAL OF INTERNATIONAL ECONOMICS 2: 217-36.

McCauley, Robert N...U.S. Department of the Treasury and Internal Revenue
Service. 1988. "A Study of Intercompany **Pricing** ." STANDARD FEDERAL TAX
REPORTS 75.

Weinberg, Douglas B. 1994. "U.S. International Transactions, First Quarter
...

 14/3,K/15 **(Item 15 from file: 15)**
DIALOG(R)File 15:ABI/Inform(R)
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00848785 94-98177
**An implementable approach for optimizing department store mark-down
decisions**
Mantrala, Murali K; Tandon, Mridul K
Stores v76n4 PP: RR1-RR6 Apr 1994
ISSN: 0039-1867 JRNL CODE: STR
WORD COUNT: 3121

...TEXT: inventory; (b) the anticipated demand during that period as well
as future periods; (c) future **pricing** decisions; and (d) costs of goods
in stock, carrying costs and salvage value o unsold...

... probability distribution of demand at each price in each period. Other
input data, required for **computing** expected **profits** , include the
purchase cost per unit, carrying cost per unit per period, salvage price of
...

... the discount rate which management may wish to use in assessing the
present value of **future** **profits** .

MARK PROGRAM: The proposed model is tailored to retail buyers, programmed
in C++ language in...

... occasions. MARK can be used to evaluate expected sales and profit
results of pre-specified **pricing** policies as well as used to determine
the optimal policy from the current period onward...

 14/3,K/16 **(Item 16 from file: 15)**
DIALOG(R)File 15:ABI/Inform(R)
(c) 2004 ProQuest Info&Learning. All rts. reserv.

00795833 94-45225
Can stage-gate systems deliver the goods?
Anderson, Richard E
Financial Executive v9n6 PP: 34-35+ Nov/Dec 1993
ISSN: 0895-4186 JRNL CODE: FEX

WORD COUNT: 1767

...TEXT: be worth the investment to deliver value to customers and make up the difference in **future profits** .

To facilitate this approach, the CFO must play a new and broader role in the...

... like many other companies, includes a finance representative on teams, which has proven invaluable for **pricing** different options and analyzing scenarios (see box on page 36).

Finance can bring a business...

... enables all participants to understand the bottom line, the project margins, cash-flow projections and **profit estimates** . And John Deere has opened up previously guarded financial information to product teams that include...

14/3,K/17   (Item 17 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2004 ProQuest Info&Learning. All rts. reserv.

00788126 94-37518
Two's company ...? Middleparks
Smith, Richard; Clinton, Geoff
Management Accounting-London v71n10 PP: 32-36+ Nov 1993
ISSN: 0025-1682 JRNL CODE: MAC
WORD COUNT: 3106

...TEXT: part of the Cornwall development. So how much of the fixed asset investment is for **future** sales and **profit** ?

The fall in the profit/sales percentage is more worrying--a steady improvement and then...

... occupany rates and spend per person. Further analysis by full holidays/short breaks--by activity-- **pricing** policies on holidays-- **profit** /loss **analysis** by activity. (Part 2 of this case.)

QUESTION 4 THE VALUATION OF MIDDLEPARKS

There is...

14/3,K/18   (Item 18 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2004 ProQuest Info&Learning. All rts. reserv.

00787716 94-37108
The value of flexibility: The case of a dual-fuel industrial steam boiler
Kulatilaka, Nalin
Financial Management v22n3 PP: 271-280 Autumn 1993
ISSN: 0046-3892 JRNL CODE: FMG
WORD COUNT: 6761

...TEXT: to exploit the analogy between this "real option" and more usual financial options to obtain **pricing** algorithms. The ability to obtain the best energy source ex post makes the flexible technology...

... t , m, t). The present value (using the risk-free interest rate, r) of all **future** net **profit** flows given optimal behavior henceforth is denoted F(P sub t , m, t). Optimal behavior...

...always chooses the current mode to maximize the present value of current plus discounted expected **future profits** net of switching costs. This condition is the well-known Bellman equation of dynamic programming... alternative input fuels to determine the value of the flexible fuel boiler.

In order to **estimate** the **profit** functions, we relied on an engineering model described by Provance [14]. The heat loss in...can be exercised to switch to gas. On the other hand, when it is operating **using gas** (Equation omitted), the boiler contains a put option on P that can be exercised to...Siegel [11] later derived it more formally and applied it in the context of option **pricing** .

(9) The efficiency also depends on the utilization rate of the boiler. However, Provance [14...

...IL, Richard D. Irwin, 1985, pp. 7-54.

11. R. McDonald and D. Siegel, "Option **Pricing** When the Underlying Asset Earns a Below Equilibrium Rate of Return: A Note," Journal of...

 14/3,K/19   (Item 19 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2004 ProQuest Info&Learning. All rts. reserv.

00694703 93-43924
Cost engineering system for the future
Hatwell, Ronald J
Cost Engineering v35n3 PP: 13-17 Mar 1993
ISSN: 0274-9696 JRNL CODE: ACO
WORD COUNT: 2849

...TEXT: either priced using the QTO UPB, or moved to the quantity takeoff module (QTO) for **pricing** and manipulation. The current parametric system includes 40 different model types consisting of over 150...

... step process for developing a detailed cost estimate that allows for several levels of cost **estimating** , including contractor layering, overhead, **profit** , and all indirect costs needed to develop a cost estimate. It also includes the ability...

... professional cost engineers, and requires a minimum of 8 to 16 hours of training before **use** .

QTO- **DATABASE** (UPB)
This is a fully integrated database for the QTO system, consisting of approximately 22...

 14/3,K/20   (Item 20 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2004 ProQuest Info&Learning. All rts. reserv.

00570138 91-44489
Tax Incidence in a Simple General Equilibrium Model with Collusion and

Entry
Davidson, Carl; Martin, Lawrence
Journal of Public Economics v45n2 PP: 161-190 Jul 1991
ISSN: 0047-2727 JRNL CODE: JPU

...ABSTRACT: there is free entry. Entry decisions involve balancing sunk
costs with the present value of **future profits** . The interest rate is
determined in a capital market in which ownership of the capital stock
and shares of firms are traded. Since the degrees of collusion and entry
depend on **future profits** , both are influenced by the interest rate.
Taxes that affect the interest rate therefore alter...

... tax-induced changes in the interest rate affect market structure. In
general, entry and collusive **pricing** effects work in opposite directions.
...

14/3,K/21 (Item 21 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)

00324195 86-24609
What to Do When You Want to Quit Your Own Company
Mullins, Geoff
Rydge's v59n4 PP: 48-49 Apr 1986
ISSN: 0036-0511 JRNL CODE: RYD

...ABSTRACT: provide a more objective appraisal of the company's salability
and assistance with tactics and **pricing** . In addition, a third party will
maximize market exposure for the sale and offer some...

... should be assessed. The company can be valued through one of 2 methods:
1. the **future** maintainable **profit** is **calculated** by the appropriate
price earnings multiple, or 2. the net tangible assets of the company are
calculated, plus, perhaps...

14/3,K/22 (Item 22 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)

00253019 84-31580
Pricing and Profitability
Warnock, R. Larry
Best's Review (Life/Health) v85n4 PP: 46-56 Aug 1984
ISSN: 0005-9706 JRNL CODE: BIH

ABSTRACT: Because of product innovations in recent years, **pricing**
ordinary life products has become more complicated. Understanding the
measures of profitability generally used in **pricing** can be enhanced by
presenting actuarial concepts in terms of their relationship to life
insurance...

... and general business concepts. This is the key to effective management
participation in decisions involving **profit** margins. In the **analysis**
of profitability and price, it is essential that competent actuaries be
employed. The analysis generally takes one of 2 forms: 1. development of
minimum price levels based on specified **profit** goals and assumptions, and
2. **analysis** of **profit** margins expected to flow from specified price
levels and assumptions. There are a number of...

... can be used to measure profitability, including: 1. return on investment, 2. present value of **future** **profits** , 3. average annual profit, 4. surplus strain, and 5. break-even year. Profitability analysis also...

14/3,K/23   (Item 23 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2004 ProQuest Info&Learning. All rts. reserv.

00237670 84-16231
Computer Cost Chargeback
Anonymous
Small Business Report v9n4 PP: 72 Apr 1984
JRNL CODE: SBR

ABSTRACT: Unwarranted growth can occur when **computer**   **use** is not controlled. One way to combat this waste is to institute a chargeback system...

... force them to become more cost-conscious and to set priorities on their computer needs. **Computer** - **use** prices for a direct chargeback system can be established through profit-based **pricing** or cost-based **pricing** . Profit-based **pricing** views the computer system as a profit-center. Prices are based on outside market prices for comparable services. This method enables management to **analyze** internal computer operations from a **profit** or loss angle. It also allows companies with available computer time to accept outside work. Under the cost-based **pricing** method, prices are set at cost to the company rather than at market price. Variations...

14/3,K/24   (Item 24 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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00208094 83-19655
Taking the Guesswork Out of Cost Estimating
Holman, Elli
Personal Computing v7n7 PP: 62-69 Jul 1983
ISSN: 0192-5490 JRNL CODE: PSC

...ABSTRACT: means of a pencil, paper, and calculator. It is tedious and prone to error. By **using** a personal **computer** and software dedicated to this job, however, cost estimating can now be accomplished faster and...

... storage capabilities, an estimator can work on several bids simultaneously without fear of losing any **pricing** information. Also, a computer can allow an estimator to change **pricing** figures without having to recalculate the entire bid. Gene Murrow, president of Computers for Construction...

... of the job, but which are not included in the specifications, 4. the ability to **calculate** the company's **profit** , and 5. the ability to massage the final numbers when external changes occur. Another cost...

14/3,K/25   (Item 25 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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00164126 82-05687
Appraising a Life Insurance Company from Published Data
Rosen, Harold L.; Hill, Norman E.
Best's Review (Life/Health) v82n9 PP: 24-26 Jan 1982
ISSN: 0005-9706 JRNL CODE: BIH

ABSTRACT: Acquirers often find it hard to **determine** what **price** they should offer for an insurance company they want to acquire if the target is ...

... Generally Accepted Accounting Principles (GAAP) adjustments have to be made, and the next step involves **calculation** of the value of **future profits** . The sum of the values set on current business and future business make up a...

14/3,K/26   **(Item 1 from file: 16)**
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2004 The Gale Group. All rts. reserv.

05958462   Supplier Number: 53228419 (USE FORMAT 7 FOR FULLTEXT)
Vodafone Group Plc Interim Results for the Six Months to 30 September 1998.
Business Wire, p1325
Nov 17, 1998
Language: English   Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 6331

...   the company at between US$ 4.2 billion and US$ 4.6 billion although final **pricing** will not be agreed until 19 November.
     The Group has a 70% interest in Libertel...

...38%. SFR is profitable and the Group anticipates it will make a substantial contribution to **future** consolidated **profits** .
     E-Plus Mobilfunk, the German DCS 1800 operator in which the Group has a 17...

...30 September 1998, E-Plus had 1,645,000 customers, almost 450,000 of which **use** the prepaid **service** . E-Plus is expected to be profitable in 2000.
     Europolitan, a Swedish GSM operator in...operates substantially in one class of business,
     the supply of mobile telecommunications services and products.
      Analysis of turnover, total operating **profit** and net assets
     by geographical region is set out below. Total Group
     operating profit is...

14/3,K/27   **(Item 2 from file: 16)**
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2004 The Gale Group. All rts. reserv.

02040293   Supplier Number: 42632359   (USE FORMAT 7 FOR FULLTEXT)
TIPS FOR OCS OPERATORS IN 1992
Automatic Merchandiser, v0, n0, p33
Jan, 1992
Language: English   Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 208

Analyze your financial statements, **profit** and loss, operating expenses. Your gross profit should top 50 percent. If not, you probably have a **pricing** problem, somebody is shaving too low to keep the company healthy.

"NCSA's Operating Survey...

...compare it to your own financials, highlighting areas that are out of line. Analyze product **pricing** . What's the gross profit of all your different products? Are some low? Then adjust...

...of equipment there, you need to be talking to that customer about paying rent or **using** less expensive **equipment** ."

The primary impact to OCS has been down-sized accounts, he says. But hang in...

14/3,K/28   (Item 1 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2004 The Gale Group. All rts. reserv.

10752546   SUPPLIER NUMBER: 53590498   (USE FORMAT 7 OR 9 FOR FULL TEXT)
Adjustment process of the price to book ratio for regulated utilities.
Nwaeze, Emeka T.
Financial Review, 33, 4, 125(1)
Nov, 1998
ISSN: 0732-8516   LANGUAGE: English   RECORD TYPE: Fulltext; Abstract
WORD COUNT: 5892   LINE COUNT: 00503

... of electric utilities are inconsistent with the pure adjustment process implied by the cost-plus **pricing** policy. Shifts in the ratio persist for several periods and are related to changes in...

14/3,K/29   (Item 2 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2004 The Gale Group. All rts. reserv.

10172328   SUPPLIER NUMBER: 20414514   (USE FORMAT 7 OR 9 FOR FULL TEXT)
The effect of profit regulations on combined two-part and peak-load pricing.
Kim, Pang-Ryong
Economic Record, v73, n222, p238(10)
Sep, 1997
ISSN: 0013-0249   LANGUAGE: English   RECORD TYPE: Fulltext; Abstract
WORD COUNT: 6912   LINE COUNT: 00568

... goods for elasticity, using July 1977 data from the Wisconsin Residential Time-of-Use Electricity **Pricing** Experiment. According to their analysis, the cross-price elasticities ranged from 0.057 to 0...

14/3,K/30   (Item 3 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2004 The Gale Group. All rts. reserv.

08739758   SUPPLIER NUMBER: 18322969   (USE FORMAT 7 OR 9 FOR FULL TEXT)
Network sales make Hungary an investment testcase. (sale of gas distribution firm stocks)
Griffiths, Mark

Petroleum Economist, v63, n3, pVI(2)
March, 1996
ISSN: 0306-395X   LANGUAGE: English   RECORD TYPE: Fulltext; Abstract
WORD COUNT: 2023   LINE COUNT: 00165

...   explore the blocks reserved for it, after which an open season is
scheduled to begin.
          Pricing predicament
     Hungary is most typical of the region in its consumption patterns.
Throughout former Comecon...

...like MOL saleable by allowing them to charge world energy prices - and
customers often cannot **use**   **energy** more efficiently to compensate for
the increased prices. Exporters like Gazprom have forced the pace...

...Lajos Bokros. It appears that the possibility of rent strikes should now
be factored into **calculations** of **future**   **profits** for the gas
retailers. The understated style of much public debate in Hungary hides
widespread...

   14/3,K/31   (Item 4 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2004 The Gale Group. All rts. reserv.

08341046   SUPPLIER NUMBER: 17761076   (USE FORMAT 7 OR 9 FOR FULL TEXT)
The buying and selling of small magazines.
Orlow, David Z.
Folio: the Magazine for Magazine Management, v24, n20, p54(5)
Nov 15, 1995
ISSN: 0046-4333   LANGUAGE: English   RECORD TYPE: Fulltext; Abstract
WORD COUNT: 2963   LINE COUNT: 00235

...ABSTRACT: staff and locations, the title is more attractive. Taxes can
play a large role in **determining** the **price** , as after-tax **profits** are
considerably smaller.

   14/3,K/32   (Item 5 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2004 The Gale Group. All rts. reserv.

07979515   SUPPLIER NUMBER: 17222750   (USE FORMAT 7 OR 9 FOR FULL TEXT)
Toward allocative efficiency in the prescription drug industry.
Guell, Robert C.; Fischbaum, Marvin
Milbank Quarterly, v73, n2, p213(18)
Summer, 1995
ISSN: 0887-378X   LANGUAGE: English   RECORD TYPE: Fulltext; Abstract
WORD COUNT: 6067   LINE COUNT: 00512

...   of profit on sales provided in the report by Ballance, Pogany, and
Forstner (1992), we **estimate**   **profits** as being in the neighborhood of $8
billion. With that, our estimates of DWL, as...

   14/3,K/33   (Item 6 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2004 The Gale Group. All rts. reserv.

07554753   SUPPLIER NUMBER: 15816395   (USE FORMAT 7 OR 9 FOR FULL TEXT)

Client capabilities; it's your money: why not try spending it more wisely?
Zeltner, Herbert
Inside Media, p72(1)
Oct 5, 1994
ISSN: 1046-5316   LANGUAGE: ENGLISH   RECORD TYPE: FULLTEXT
WORD COUNT: 942   LINE COUNT: 00078

...   a practical idea of a ballpark figure available very early in the
planning process. Some **use** the **device** of alternatives or a range,
arming the planner with a lower level, conservative spending figure...

14/3,K/34   (Item 7 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2004 The Gale Group. All rts. reserv.

06795723   SUPPLIER NUMBER: 14733517   (USE FORMAT 7 OR 9 FOR FULL TEXT)
Parts department. (automobile dealership) (Database 2000)
Norman, Scott
Dealer Business, v28, n4, p42(2)
Dec, 1993
LANGUAGE: ENGLISH   RECORD TYPE: FULLTEXT
WORD COUNT: 486   LINE COUNT: 00051

...   member said, "You can't afford not to buy it, for that feature
alone." We **calculated** the additional parts gross **profit** dollars
generated by that dealer since he implemented matrix **pricing** and proved
to the reluctant dealer he could pay for the computer in less than two
years with additional gross profit that a matrix **pricing** system would
garner him!
       Important is the question, "are you purchasing the right parts?" Some
...

14/3,K/35   (Item 8 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
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06517416   SUPPLIER NUMBER: 14034612   (USE FORMAT 7 OR 9 FOR FULL TEXT)
UAW walks a tightrope between old and new jobs. (United Automobile Workers)
Sorge, Marjorie
Ward's Auto World, v29, n6, p38(2)
June, 1993
ISSN: 0043-0315   LANGUAGE: ENGLISH   RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 2174   LINE COUNT: 00165

...   weaken the union's voice in setting work rules and that workers be
retrained to **use** new **equipment** .
       * on the job security and supplemental unemployment funds (SUB) and
reducing the number of weeks...ultimatum that executives get bonuses only
if UAW members get profit-sharing checks, and that **future** **profit**
-sharing **calculations** exclude the cost of plant closings, consolidations,
restructuring and executive compensation packages and new accounting...

...difficult at GM because of its high degree of vertical integration (70%)
and internal transfer **pricing** . But GM purchasing aims to convert to
market-base **pricing** by the mid- to late-1990s, which would make it easier
to sort out.
       The...

14/3,K/36   (Item 9 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
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06505817   SUPPLIER NUMBER: 14333389   (USE FORMAT 7 OR 9 FOR FULL TEXT)
A stochastic model for the measurement of electricity outage costs.
Grosfeld-Nir, Abraham; Tishler, Asher
Energy Journal, v14, n2, p157(18)
April, 1993
ISSN: 0195-6574   LANGUAGE: ENGLISH   RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 6369   LINE COUNT: 00494

...   outage costs play an important role in investment planning and the
design of optimal electricity **pricing** schemes (Chao 1983, Chao et al.
1989, Coate and Panzar 1989, and Woo 1988). The...drop the time subscript
from these variables and denote the discounted expected value of total
future   profits at time 0 by V(Q). Hence,
    |Mathematical Expression Omitted
    where p and q are...Delta
    E(S) |is less than
    0.
    This result implies that the optimal values of **electricity   use** and
the rate of production increase as reliability increases -- that is, when
the expected length...
...outages, per customer, is 16 per year. Thus, E(T) = 8760/16 (see IEC
1987). **Electricity   use** (x) and the value of the firm (V) are obtained
from (13) and (12), respectively...

...computed by dividing the resulting decrease in expected discounted
profits by the reduction in expected **electricity   use** (due to the
decrease in the expected length of time until the next outage, or...

...Thus, the effect of a change in the reliability level on the optimal
level of **electricity   use** is not necessarily one-directional when
production depends on several inputs.(9)
    Full application of...

...sup.0
    ), labor (denoted |L.sup.0
) and E(S) (denoted ||Eta
    .sup.0
) we **computed** the discounted expected value of **profits** (denoted
|V.sup.0
    ), via equation (4). Using a higher value of E(S) (denoted...

...by dividing the resulting decrease in the discounted expected profits by
the (implied) change in **electricity   use** ; that is, outage costs equal
TABULAR DATA OMITTED (|V.sup.0
    - |V.sup.1
)/||x...

...Torrion 1989). Thus, our finding may be interpreted as reinforcing the
need for Time-of- **Use   electricity   pricing** --since high outage costs
suggest that the electricity price should be substantially higher when the
...production unit within the firm, provided the unit's management has some
control on the **use** of **electricity** . Hence, the firm as a whole may be
able to produce some output, while the...were computed from officially
published time series for Israel. The computation of h required an
estimate of gross **profits** for each customer. Gross **profits** are

calculated using production, the wage bill, the stock of capital, depreciation rate of capital and the...

...Literature", Bulletin of Economic Research, 42(2), 79-119.
    Chao, H.P. (1983). "Peak Load **Pricing** and Capacity Planning with Demand and Supply Uncertainty", Bell Journal of Economics, 14, 179-190...

...Electricity Reliability Issue, 9, 77-104.
    Coate, R. and J.C. Panzar (1989). "Public Utility **Pricing** and Capacity Choice Under Risk: A Rational Expectations Approach", Journal of Regulatory Economics, 1, 305-318.
    Crew, M. and P.K. Kleindorfer (1978). "Reliability and Public Utility **Pricing** ", American Economic Review, 68, 31-40.
    Doane, M.J. and C.K. Woo (1988). An...694.
    Tishler, A. (1984). "A Model of Industrial Demand for Electricity Under Time-of-Use **Pricing** and Three Labor Shifts", Resources and Energy, 6, 107-127.
    Tishler, A. (1989). "The Response of Large Firms to Different Schemes of Time-of-Use **Pricing** When the Production Function is Quadratic", The Energy Journal, 10(2), 69-90.
    Tishler, A...

14/3,K/37   (Item 10 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
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06464740   SUPPLIER NUMBER: 13818035   (USE FORMAT 7 OR 9 FOR FULL TEXT)
Parts department. (Database 2000: Focus Feature)
Norman, Scott
Dealer Business, v27, n9, p32(2)
May, 1993
LANGUAGE: ENGLISH   RECORD TYPE: FULLTEXT
WORD COUNT: 474   LINE COUNT: 00036

...   member said, "You can't afford not to buy it, for that feature alone." We **calculated** the additional parts gross **profit** dollars generated by that dealer since he implemented matrix **pricing** and proved to the reluctant dealer he could pay for the computer in less than two years with the additional gross profit that a matrix **pricing** system would gamer him!
    Important is the question, "are you purchasing the right parts?" Some
...

14/3,K/38   (Item 11 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
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05899806   SUPPLIER NUMBER: 12268920   (USE FORMAT 7 OR 9 FOR FULL TEXT)
The response of domestic prices to expected exchange rates. (includes appendix)
Feinberg, Robert M.; Kaplan, Seth
Journal of Business, v65, n2, p267(14)
April, 1992
ISSN: 0021-9398   LANGUAGE: ENGLISH   RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 5112   LINE COUNT: 00447

...   This reduces the incentive for current period price moderation in pursuit of market share and **future** **profits** . This price-increasing

effect is **determined** largely by the nature of substitutability between imports and domestic goods (through the size of...

 14/3,K/39   (Item 12 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
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05820677   SUPPLIER NUMBER: 12081513   (USE FORMAT 7 OR 9 FOR FULL TEXT)
**So you want to buy a real estate company? (includes related article on tips
  for first-time buyers)**
Schmaedick, Ronald
Real Estate Today, v25, n3, p26(4)
April, 1992
CODEN: RESTDR   ISSN: 0034-0804   LANGUAGE: ENGLISH
RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 1643   LINE COUNT: 00123

...   deterioration of future profits.
      Research shows that emotional and timing factors are more important
in **determining   price** and terms than any **pricing** formulas or rules of
thumb. For instance, if the sellers want to stay in management...

 14/3,K/40   (Item 13 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
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05589911   SUPPLIER NUMBER: 11649593   (USE FORMAT 7 OR 9 FOR FULL TEXT)
Interactive marketing: exploiting the age of addressability.
Blattberg, Robert C.; Deighton, John
Sloan Management Review, v33, n1, p5(10)
Fall, 1991
ISSN: 0019-848X   LANGUAGE: ENGLISH   RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 6428   LINE COUNT: 00620

...   threshold value.
      Each catalog's content evolves in response to demand because the
marketer can **use** the **computer** to assemble a different catalog for every
customer. Computer-driven catalog binding makes it possible...

...factoring in historical customer retention statistics, marginal costs of
the products sold, promotional expenditures, and **pricing** to the customer.
For example, suppose a customer has been buying from an office supplies...

...statement does this appear. Indirectly, it appears in financial
analysts' reports in cash flow and **future   profit** projections. If the
firm stops promoting prospects in the second year, sales and profits look
...Skill is needed to tailor products to specific customers. * Accounting.
The firm must learn to **compute** cash flows and **profit   estimates** for
newly acquired customers based on their lifetime of purchasing. Otherwise
most initial marketing programs promoting to

		that consumer, and are selectively delivered to that consumer.
Pricing	Promotional discrimination has to depend on customer self-selection.	Price discrimination exploits knowledge of the...

14/3,K/41   (Item 14 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
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04916263   SUPPLIER NUMBER: 10465613   (USE FORMAT 7 OR 9 FOR FULL TEXT)
After the smoke clears. (newspaper wars in Little Rock, Arkansas)
Pickett, John C.
Arkansas Business, v7, n34, p26(1)
Dec 17, 1990
ISSN: 1053-6582   LANGUAGE: ENGLISH   RECORD TYPE: FULLTEXT
WORD COUNT: 996   LINE COUNT: 00077

...   revenues and expense, adjust both to reflect the reasonable
expectation of what the future holds, **estimate** the **future   profits** ,
and then discount these to arrive at a purchase price. This procedure is
the same...

14/3,K/42   (Item 15 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
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04370984   SUPPLIER NUMBER: 08522972
**Texas Instruments hews to its patent protection promises. (Texas
  Instruments Inc commits to protecting $570 million in royalty revenues)**
Harrington, Maura J.
Computerworld, v24, n23, p101(1)
June 4, 1990
ISSN: 0010-4841   LANGUAGE: ENGLISH   RECORD TYPE: ABSTRACT

...ABSTRACT: because of heated competition in the market, but others warn
that TI's aggressiveness could **determine   future   price** directions
because **profit** margins on microcomputers are already too low. TI is
following a directive promised by executive...

14/3,K/43   (Item 16 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2004 The Gale Group. All rts. reserv.

04160748   SUPPLIER NUMBER: 07941560   (USE FORMAT 7 OR 9 FOR FULL TEXT)
Financial determinants of bank takeovers.
Cheng, David C.; Gup, Benton E.; Wall, Larry D.
Journal of Money, Credit & Banking, v21, n4, p524(13)
Nov, 1989
ISSN: 0022-2879   LANGUAGE: ENGLISH   RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 5223   LINE COUNT: 00422

...   the distribution of the target's future earnings, but provides
little assistance as to the **determinants** of **future   profits** . A common
assumption is that future profitability ratios are correlated with historic
profitability ratios and...

14/3,K/44   (Item 17 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2004 The Gale Group. All rts. reserv.

03910154   SUPPLIER NUMBER: 07606547   (USE FORMAT 7 OR 9 FOR FULL TEXT)

I-S in transition: how grocers bag shoppers.
Francett, Barbara
Computer Decisions, v21, n4, p44(5)
April, 1989
ISSN: 0898-1825   LANGUAGE: ENGLISH   RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 2421   LINE COUNT: 00197

...   use of information technology--electronic shelf tags. These are
tiny LED screens that display unit **pricing** information. They're computer
addressable either through a hand-held unit or from a central...

14/3,K/45   (Item 18 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2004 The Gale Group. All rts. reserv.

03899247   SUPPLIER NUMBER: 07489903   (USE FORMAT 7 OR 9 FOR FULL TEXT)
Maximizing computer usage. (part 1)
Mavrigian, Lori L.
Modern Tire Dealer, v70, n4, p29(2)
April, 1989
ISSN: 0026-8496   LANGUAGE: ENGLISH   RECORD TYPE: FULLTEXT
WORD COUNT: 1296   LINE COUNT: 00102

...   them. "This can generate business in off-seasons," said Carole
DeLuca, administrative assistant of Snyder **Computing** Systems, which
offers the Automatic **Profit** Builder software program. . Automatically
ordering parts when needed. A program from National Software Systems called
...

14/3,K/46   (Item 19 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2004 The Gale Group. All rts. reserv.

02979013   SUPPLIER NUMBER: 04577137   (USE FORMAT 7 OR 9 FOR FULL TEXT)
Closing the gap in mutual GAAP. (generally accepted accounting principles)
LeBlanc, Sidney A.; Warnock, Larry
Best's Review - Life-Health Insurance Edition, v87, p24(8)
Nov, 1986
ISSN: 0005-9706   LANGUAGE: ENGLISH   RECORD TYPE: FULLTEXT
WORD COUNT: 4409   LINE COUNT: 00369

...   consistent assumptions for starting and ending values. Equivalent
increases in economic value may also be **determined** separately for each
profit center. For this purpose, the investment income derived from
statutory capital and surplus funds not...

...to the surplus account. The value-based approach to financial
measurement, like the Anderson method **pricing** model, recognizes that the
use of capital involves a hurdle rate yield requirement on that...

...No other alternative approaches to realistic financial measurement are
fully consistent with the company's **pricing** models.
     It is helpful to review the development of value added during the
year separately...

14/3,K/47   (Item 20 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB

02976451   SUPPLIER NUMBER: 04479118   (USE FORMAT 7 OR 9 FOR FULL TEXT)
Pricing and marketing loose enclosures. (column)
Oakman, John
Folio: the Magazine for Magazine Management, v15, p216(4)
Oct, 1986
DOCUMENT TYPE: column   ISSN: 0046-4333   LANGUAGE: ENGLISH
RECORD TYPE: FULLTEXT
WORD COUNT: 1729   LINE COUNT: 00138

...   enclosure grows.
     Will direct marketers be interested in this opportunity? What is
their incentive to **use** this **service** ? Where might you find these
customers?
     Direct mail or catalog marketers have several incentives to...

 14/3,K/48   (Item 21 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2004 The Gale Group. All rts. reserv.

01895735   SUPPLIER NUMBER: 02930754   (USE FORMAT 7 OR 9 FOR FULL TEXT)
What price videotex?
Block, Melissande
Marketing & Media Decisions, v18, p49(5)
Fall, 1983
ISSN: 0195-4296   LANGUAGE: ENGLISH   RECORD TYPE: FULLTEXT
WORD COUNT: 3321   LINE COUNT: 00268

...   of $10 to $30 million; they also say that some operators have had
to revise **estimates** of **future** **profit** streams, as the recent poor
economy derailed earlier, more optimistic projections.
     An important question is...gather information, update it, process it
and enter it into the computer,' one source noted. " **Computer** **usage** is a
substantial cost in videotex. There are marketing costs, research and
development costs, audience...

...because the industry has not yet developed a track record of consumer
demand and relative **pricing** for various services. For services like Dow
Jones Informational Retrieval, a videotex-like financial service, **pricing**
has been patterned on telephone billing, with monthly charges determined by
what sorts of information...
...will play a major role in the industry once operators, clients and
agencies straighten out **pricing** and media strategies. Young & Bubicam,
for example, is currently investigating how

 14/3,K/49   (Item 1 from file: 160)
DIALOG(R)File 160:Gale Group PROMT(R)
(c) 1999 The Gale Group. All rts. reserv.

00928171
**Pricing can be turned into an effective marketing tool, according to W
    Laimbeer of Forest Products Group of Owens-Illinois.**
Marketing Times   August, 1983   p. 33-401

     There are 4 basic prerequisites to effective **pricing** : First, develop
a clear understanding of the market and the economics of the business,
including...

... on the forecasts. Action or reaction may have to be quick. Maintaining tight control of **pricing** decisions requires enforcement, and a knowledge of cost structure by product, by facility and by machine type. A profit evaluation plan can **use computer** models to **compute** cost, price and **profit** data by customer order and plant location. Cost variables include materials, labor and fixed costs...

... protection in inflationary and recessionary periods. If operating with cyclical businesses, consider switching to contract **pricing** to balance revenue, keeping price ahead of inflation.
...

14/3,K/50   (Item 2 from file: 160)
DIALOG(R)File 160:Gale Group PROMT(R)
(c) 1999 The Gale Group. All rts. reserv.

00411391
Computer-aided marketing; an idea whose time has come.
News Release (for further information apply to company indexed)   March 20,
    1978   p. 11

    ... program, which are planning automation, which are performing data reduction 'manually,' and the extent of **computer use** in each of 18 marketing functions (ad research, customer analysis, direct mail, econometric models, inquiry handling, inventory/distribution control, lost sales/accounts, marketing budget, market research, MIS, new market/customer **analysis** , order processing, **pricing analysis** , **profit analysis** , sales performance/personnel, sales performance/products, sales forecasting, and territory analysis). The study covers software...

14/3,K/51   (Item 1 from file: 275)
DIALOG(R)File 275:Gale Group Computer DB(TM)
(c) 2004 The Gale Group. All rts. reserv.

01305543   SUPPLIER NUMBER: 07743023   (USE FORMAT 7 OR 9 FOR FULL TEXT)
Vertical market applications software. (listing of software packages)
   (directory)
DG Review, v7, n1, p21(6)
Summer, 1989
DOCUMENT TYPE: directory   ISSN: 1050-9127   LANGUAGE: ENGLISH
RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 7679   LINE COUNT: 00725

...   The system provides a standardized approach to recording accounting events, strict financial controls and efficient **use** of **computer** resources. Over 40 standard reports are provided, including transaction journals, general ledger, accounts payable and...

...Medicaid forms, private insurance, accounts receivable, drug interaction, patient allergies, refill modifications, patient profiles, gross **profit analysis** , **pricing** updates, patient **analysis** and doctor (provider) analysis. Inventory Control and Purchasing are also available as options. These include...

14/3,K/52   (Item 2 from file: 275)
DIALOG(R)File 275:Gale Group Computer DB(TM)

2621-Apr-0411:42 AM

01259591   SUPPLIER NUMBER: 07184095   (USE FORMAT 7 OR 9 FOR FULL TEXT)
Cash-rich Japanese money managers buy U.S. theories. (state-of-the-art investment theories)
Schmerken, Ivy
Wall Street Computer Review, v6, n2, p38(7)
Nov, 1988
ISSN: 0738-4343   LANGUAGE: ENGLISH   RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 5136   LINE COUNT: 00425

...   Nikko-BARRA markets the product in Europe.
     The newest theories improve upon the capital asset **pricing** model, known as CAPM. The capital asset **pricing** model measures stock price sensitivity in relation to market risk or beta. They are three...guides for U.S. stocks.
     Yamaichi has based the ISS product on the capital asset **pricing** model multidimensioned, or CAPMD. A U.S. stock market version released in May 1988, was...for Old
     Yamaichi is promoting CAPMD as a new theory which combines the capital asset **pricing** model with the arbitrage **pricing** theory. Many U.S. investment analytics have been designed around these theories, but the Japanese...
...Harry Markowitz, in the mid-1960s. They also extend the bounds of the capital asset **pricing** model. "This is the third-generation modern portfolio theory," boasts Tsutomo Fujita, portfolio manager with...

...president of Yamaichi International (America) Inc.
     Daiwa is providing the service based on the arbitrage **pricing** theory, so called APT, developed by Professor Stephen Ross of Yale University and Richard Roll...

...keep the computer, we keep the [source] code, we know everything," he says.
     The arbitrage **pricing** theory (APT) measures stocks' rate of return against macroeconomic factors such as inflation, industrial production...to Takashi Muramatsu, manager securities division. Nippon Credit is using Daiwa's version of arbitrage **pricing** theory, Nikko-BARRA's approach to CAPM, and its own proprietary tilt fund. Nippon claims...

...it has not borrowed anything from American methods. "No, this is our fundamental approach to **estimate   future** corporate **profits** ," replies Muramatsu. If anything, the alliances are giving Japanese firms a crash course in assertiveness...so, analysts at Shearson Lehman Hutton, James Capel, Union Bank of Switzerland and Crestvale Securities, **use** the **database** and investment software in New York.
     Bringing Culture to Computers
     The question is, can these...

 14/3,K/53   (Item 1 from file: 20)
DIALOG(R)File   20:Dialog Global Reporter
(c) 2004 The Dialog Corp. All rts. reserv.

09851699 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Sun Life & Prov Hldg - Final Results Cont. - Part 3
REGULATORY NEWS SERVICE
March 01, 2000
JOURNAL CODE: WRNS   LANGUAGE: English   RECORD TYPE: FULLTEXT
WORD COUNT: 6631

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... million). No allowance is made for these future profits in the embedded value and Achieved **Profit calculations** .
The methodology uses smoothed asset values to value the shareholders' interest in long term business...

14/3,K/54 **(Item 2 from file: 20)**
DIALOG(R)File 20:Dialog Global Reporter
(c) 2004 The Dialog Corp. All rts. reserv.

08336257 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Market Strategy: Profits uplift - Wall Street - We explain what is moving the world's major markets, and which way they are heading in coming months
INVESTORS CHRONICLE, p31
November 19, 1999
JOURNAL CODE: FIC LANGUAGE: English RECORD TYPE: FULLTEXT
WORD COUNT: 290

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... treated as investment, PE ratios would be even lower. So, says Mr Montier: 'Investors are **pricing** equities correctly. Overweight the US market.'

14/3,K/55 **(Item 3 from file: 20)**
DIALOG(R)File 20:Dialog Global Reporter
(c) 2004 The Dialog Corp. All rts. reserv.

04613257 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Canary poised to fly; Tempus
TIMES
March 12, 1999
JOURNAL CODE: FTMS LANGUAGE: English RECORD TYPE: FULLTEXT
WORD COUNT: 279

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... tax breaks) prices the 'virtual' property at Pounds 1.5 billion.
To judge from the **pricing** of the float, the Canary's pre-float soundings of investors encountered resistance to any...

14/3,K/56 **(Item 1 from file: 476)**
DIALOG(R)File 476:Financial Times Fulltext
(c) 2004 Financial Times Ltd. All rts. reserv.

0010548227 A20000720344-46-FT
LEADER: Clear options
Financial Times, London Ed1 ED, P 22
Thursday, July 20, 2000
DOCUMENT TYPE: NEWSPAPER; Leaders LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT SECTION HEADING: LEADER
Word Count: 416

...other words, when the employee becomes unconditionally entitled to them.

In most cases an option- **pricing** model, using the Black-Scholes methodology, would establish fair value.

The ASB is absolutely right...

...right to participate in future gains. They represent a potential claim on the company's **future** **profits** and an opportunity cost in foregoing the sale of equity at market rates.

The ASB...

14/3,K/57 **(Item 2 from file: 476)**
DIALOG(R)File 476:Financial Times Fulltext
(c) 2004 Financial Times Ltd. All rts. reserv.

0008564973 B0GJDAAAEOFT
Companies and Finance: UK: Charles Taylor to get Pounds 39m tag
PATRICK HARVERSON
Financial Times, London Edition 1 ED, P 20
Friday, October 4, 1996
DOCUMENT TYPE: Stories; NEWSPAPER LANGUAGE: ENGLISH   RECORD TYPE:
FULLTEXT
Word Count: 304

...it made pre-tax profits of Pounds 1.8m on revenues of Pounds 10m.

The **pricing** at 135p means the shares will offer a yield of 3.9 per cent on...

...of 13.9, a discount to the market of just under 20 per cent.

Stockbrokers' **estimates** of **future** **profits** are not yet available, but the group does not operate in a seasonal business and...

14/3,K/58 **(Item 3 from file: 476)**
DIALOG(R)File 476:Financial Times Fulltext
(c) 2004 Financial Times Ltd. All rts. reserv.

0005024295 B09BVBPAD2FT
Time Of Trial For Sir Denis: British Gas's clashes with the industry's
  regulator
MAX WILKINSON
Financial Times, P 18
Wednesday, February 22, 1989
DOCUMENT TYPE: NEWSPAPER LANGUAGE: ENGLISH   RECORD TYPE: FULLTEXT
Word Count: 1,994

...rather general averaging method appropriate to an integrated state monopoly.

Mr McKinnon said he must **calculate** a detailed breakdown of **profits** to judge how the price formula should be revised after the allotted five years. If...

...in the case of a dispute, Mr McKinnon has power to set charges for the **use** of British **Gas** 's pipeline on the basis of his, not the company's **calculation** of its costs and **profits** . The first test case is now before him and he has a draft direction ready...

...almost two years ago. What remains? An industrial sector in which Ofgas
will supervise the **pricing** schedule (though not actual prices) and where
the Monopolies Commission has deliberately loaded the dice...

 14/3,K/59   (Item 1 from file: 610)
DIALOG(R)File 610:Business Wire
(c) 2004 Business Wire. All rts. reserv.

00412459 20001117322B0289 (USE FORMAT 7 FOR FULLTEXT)
On RadioWallStreet.com: the Linux League Friday Edition
Business Wire
Friday, November 17, 2000 12:34 EST
JOURNAL CODE: BUSINESS WIRE, COMTEX LANGUAGE: ENGLISH RECORD TYPE:
   FULLTEXT
DOCUMENT TYPE: NEWSWIRE
WORD COUNT: 5,530

...changes in interest rates. Some may be related to the insurance
industry generally, such as **pricing** competition, regulatory developments
and
industry consolidation. Others may relate to the Company specifically, such
as...

...current experience. This adjustment represents the slow
down in amortization as a result of higher **estimated   future   profits**
resulting
from improvement in mortality levels of universal life products. The after
tax
effect on...to performance involving employee safety,
customer satisfaction, and call-center responsiveness.

A mechanism allows for **pricing** flexibility for residential and
small-commercial customers, with any shortfalls in revenue being borne by
...outside the
tolerance band are shared equally between customers and shareholders.

The CPUC approved the **use** of natural **gas** futures for managing risk
associated
with the GCIM. SoCalGas enters into natural gas futures contracts...bills
(AB 265 and AB 970)
passed by the California Legislature with respect to electricity **pricing**
and
power plant construction. AB 265 contains a commodity rate ceiling and
stabilization plan that...
?

```
? show files;ds
File  13:BAMP 2004/Apr W1
         (c) 2004  The Gale Group
File  75:TGG Management Contents(R) 86-2004/Apr W2
         (c) 2004 The Gale Group
File  95:TEME-Technology & Management 1989-2004/Apr W1
         (c) 2004 FIZ TECHNIK
```

Set	Items	Description
S1	3369	(ESTIMAT? OR CALCULAT? OR DETERMIN? OR ANALYS? OR ANALYZ? - OR COMPUTE OR COMPUTING OR COMPUTES OR COMPUTED)(5N)(PROFIT? - ?)
S2	25162	(USE OR USAGE OR CONSUMPTION OR USING)(2W)(DEVICE OR SERVI- CE OR ENERGY OR EQUIPMENT OR COMPUTER OR DATABASE OR UTILITIES OR ELECTRICITY OR GAS) OR (ENERGY OR EQUIPMENT OR COMPUTER OR DATABASE OR UTILITIES OR ELECTRICITY OR GAS)()(USE ...
S3	33782	PRICING OR (DETERMIN? OR DECID? OR CALCULAT?)(3W)(CHARGE OR PRICE)
S4	596	(FUTURE)(3W)PROFIT? ?
S5	0	S1(S)S2(S)S3(S)S4
S6	0	S1(3S)S2(3S)S3(3S)S4
S7	0	S1(2S)S2(2S)S4
S8	3	S1 AND S2 AND S3 AND S4

```
? rd
...completed examining records
     S9        3  RD (unique items)
? t9/3,k/all
```

9/3,K/1   (Item 1 from file: 13)
DIALOG(R)File 13:BAMP
(c) 2004 The Gale Group. All rts. reserv.

1097307   Supplier Number: 01681292 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Lao: a new item on the agenda?
(Lao People's Democratic Republic government actively promoting foreign
   investment)
Article Author(s): Fisher, John; Mumby, Van
International Tax Review, v 9, n 8, p 64-66
September 1998
DOCUMENT TYPE: Journal (United Kingdom)
LANGUAGE: English RECORD TYPE: Fulltext; Abstract
WORD COUNT: 1865

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:
...patents and equipment. The local investors may provide capital in
foreign currency, natural resources, land **use** and **equipment** ; and

* wholly foreign-owned enterprise -- the foreign party has control over the
management and operations...no reference to the profits tax treatment of
foreign exchange differences or costs of financing.
 Profits tax is **determined** on a calendar year basis and is generally
payable quarterly in advance with finalization occuring...

...of the first year). Any profits tax overpaid can be carried forward for
deduction against **future** **profits** tax liabilities. There is no provision
in the tax law for a refund of profits...

...the Tax Law or Decree that address capital gains, corporate residency,
source, thin capitalization, transfer **pricing** or permanent establishment.

There are no provisions that would subject to tax a foreign company...

9/3,K/2   (Item 1 from file: 75)
DIALOG(R)File   75:TGG Management Contents(R)
(c) 2004 The Gale Group. All rts. reserv.

00236182   SUPPLIER NUMBER: 62738292   (USE FORMAT 7 FOR FULL TEXT)
Valuing Business Goodwill Loss in Eminent Domain Cases.(compensation for
  condemned government property)
Trout, Robert R.
Appraisal Journal, 68, 2, 171
April, 2000
ISSN: 0003-7087   LANGUAGE: English   RECORD TYPE: Fulltext
WORD COUNT: 5126   LINE COUNT: 00404

...   but not always identical with, a loss of business profits. Past
profits and expectation of **future   profits** primarily **determine** total
business value, and therefore determine business goodwill.
      The value of business goodwill can be...9) Another popular method for
estimating a discount rate is to use the Capital Asset **Pricing** Model
(CAPM). This model was developed through the influence and work of several
Nobel-prize...compared with the actual deposit levels in Figure 2. Once the
loss of deposits was **determined** , **profits** and reduced business goodwill
value were estimated using standard financial accounting and valuation
tools.
      The...
...pre-tax revenues amounted to $298,000. The second method for estimating
lost revenues involved **using** gallons of **gas** sold as the dependent
variable in a statistical time-series model. The estimated lost gallons...

9/3,K/3   (Item 2 from file: 75)
DIALOG(R)File   75:TGG Management Contents(R)
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00173461   SUPPLIER NUMBER: 15499893   (USE FORMAT 7 FOR FULL TEXT)
Mastering the mix: do advertising, promotion, and sales force activities
  lead to differentiation? (includes appendix) (Special Issue on Brand
  Management)
Boulding, William; Lee, Eunkyu; Staelin, Richard
Journal of Marketing Research, v31, n2, p159(14)
May, 1994
ISSN: 0022-2437   LANGUAGE: English   RECORD TYPE: Fulltext; Abstract
WORD COUNT: 11389   LINE COUNT: 00981

...   Jacobson 1990).
      In our approach, we address the causality, unobserved variables, and
generalizability problems by **using** a **database** that is both longitudinal
and cross-sectional. The longitudinal aspect of the data enables us...Delta
      P |center dot
      P/Q,
      and Q is quantity.
      Thus, for firms in equilibrium, **determining** their **price** elasticity
provides a direct measure of their degree of differentiation.(2)
Consequently, a firm with...discuss our data, we do not observe the actual
content of the ads, only the **pricing** strategy of the firm. We use as our
proxy for nonprice advertising the fact that...

...our discussion has concentrated on nonprice advertising. We next

221-Apr-0411:47 AM

consider what happens when a firm **decides** to "compete on **price** " by making the price attribute more salient.(4) Can such a firm increase its differentiation...the firm's price elasticity. We start with the observation that promotional activities primarily communicate **pricing** information, that is, price reductions. We next consider the implications of this message for firms...t.

For firms with lower price policies, the degree of effectiveness depends on whether the **pricing** communications are viewed to be positive and unique. As noted before, we assume the sales...

...provides a summary of these beliefs and the resulting testable predictions.

DATA AND MODEL

We **use** the PIMS **database** to test our hypotheses. The cross-sectional aspect of the database enables us to develop...consider fully intertemporal issues in profit maximization. Thus, for example, it is possible for a **profit** -maximizing firm to **determine** that its optimal decision is to increase its promotion expenditures in period t to enhance ...

...estimation by limiting our sample to observations in which the business unit maintains the same **pricing** policy (i.e., above versus average or below) at times t and t-1. Furthermore...

...price sensitivity, because both desirability and price sensitivity affect the firm's ability to earn **future** **profits** . Therefore, managers should not isolate their attention on shifts in demand. Instead, as we show ...

...to evaluate advertising effects relative to promotion effects. Our results, however, imply that for firms **pricing** above the industry average current advertising (and sales force) activities increase future differentiation and decrease...

?

```
? show files;ds
File  13:BAMP 2004/Apr W1
          (c) 2004  The Gale Group
File  75:TGG Management Contents(R) 86-2004/Apr W2
          (c) 2004 The Gale Group
File  95:TEME-Technology & Management 1989-2004/Apr W1
          (c) 2004 FIZ TECHNIK


Set     Items    Description
S1       3369    (ESTIMAT? OR CALCULAT? OR DETERMIN? OR ANALYS? OR ANALYZ? -
                 OR COMPUTE OR COMPUTING OR COMPUTES OR COMPUTED)(5N)(PROFIT? -
                 ?)
S2      25162    (USE OR USAGE OR CONSUMPTION OR USING)(2W)(DEVICE OR SERVI-
                 CE OR ENERGY OR EQUIPMENT OR COMPUTER OR DATABASE OR UTILITIES
                 OR ELECTRICITY OR GAS) OR (ENERGY OR EQUIPMENT OR COMPUTER OR
                 DATABASE OR UTILITIES OR ELECTRICITY OR GAS)()(USE ...
S3      33782    PRICING OR (DETERMIN? OR DECID? OR CALCULAT?)(3W)(CHARGE OR
                 PRICE)
S4        596    (FUTURE)(3W)PROFIT? ?
S5          0    S1(S)S2(S)S3(S)S4
S6          0    S1(3S)S2(3S)S3(3S)S4
S7          0    S1(2S)S2(2S)S4
S8          3    S1 AND S2 AND S3 AND S4
? rd
...completed examining records
      S9        3  RD (unique items)
? t9/3,k/all
```

9/3,K/1   (Item 1 from file: 13)
DIALOG(R)File 13:BAMP
(c) 2004 The Gale Group. All rts. reserv.

1097307   Supplier Number: 01681292 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Lao: a new item on the agenda?
(Lao People's Democratic Republic government actively promoting foreign
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Article Author(s): Fisher, John; Mumby, Van
International Tax Review, v 9, n 8, p 64-66
September 1998
DOCUMENT TYPE: Journal (United Kingdom)
LANGUAGE: English RECORD TYPE: Fulltext; Abstract
WORD COUNT: 1865

 (USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:
...patents and equipment. The local investors may provide capital in
foreign currency, natural resources, land **use** and **equipment** ; and

* wholly foreign-owned enterprise -- the foreign party has control over the
management and operations...no reference to the profits tax treatment of
foreign exchange differences or costs of financing.
 Profits tax is **determined** on a calendar year basis and is generally
payable quarterly in advance with finalization occuring...

...of the first year). Any profits tax overpaid can be carried forward for
deduction against **future profits** tax liabilities. There is no provision
in the tax law for a refund of profits...

...the Tax Law or Decree that address capital gains, corporate residency,
source, thin capitalization, transfer **pricing** or permanent establishment.

There are no provisions that would subject to tax a foreign company...

9/3,K/2   (Item 1 from file: 75)
DIALOG(R)File   75:TGG Management Contents(R)
(c) 2004 The Gale Group. All rts. reserv.

00236182   SUPPLIER NUMBER: 62738292   (USE FORMAT 7 FOR FULL TEXT)
**Valuing Business Goodwill Loss in Eminent Domain Cases.(compensation for
  condemned government property)**
Trout, Robert R.
Appraisal Journal, 68, 2, 171
April, 2000
ISSN: 0003-7087   LANGUAGE: English   RECORD TYPE: Fulltext
WORD COUNT: 5126   LINE COUNT: 00404

...   but not always identical with, a loss of business profits. Past
profits and expectation of **future**   **profits** primarily **determine** total
business value, and therefore determine business goodwill.
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(CAPM). This model was developed through the influence and work of several
Nobel-prize...compared with the actual deposit levels in Figure 2. Once the
loss of deposits was **determined** , **profits** and reduced business goodwill
value were estimated using standard financial accounting and valuation
tools.
       The...
...pre-tax revenues amounted to $298,000. The second method for estimating
lost revenues involved **using** gallons of **gas** sold as the dependent
variable in a statistical time-series model. The estimated lost gallons...

9/3,K/3   (Item 2 from file: 75)
DIALOG(R)File   75:TGG Management Contents(R)
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00173461   SUPPLIER NUMBER: 15499893   (USE FORMAT 7 FOR FULL TEXT)
**Mastering the mix: do advertising, promotion, and sales force activities
  lead to differentiation? (includes appendix) (Special Issue on Brand
  Management)**
Boulding, William; Lee, Eunkyu; Staelin, Richard
Journal of Marketing Research, v31, n2, p159(14)
May, 1994
ISSN: 0022-2437   LANGUAGE: English   RECORD TYPE: Fulltext; Abstract
WORD COUNT: 11389   LINE COUNT: 00981

...   Jacobson 1990).
       In our approach, we address the causality, unobserved variables, and
generalizability problems by **using** a **database** that is both longitudinal
and cross-sectional. The longitudinal aspect of the data enables us...Delta
       P |center dot
       P/Q,
       and Q is quantity.
       Thus, for firms in equilibrium, **determining** their **price** elasticity
provides a direct measure of their degree of differentiation.(2)
Consequently, a firm with...discuss our data, we do not observe the actual
content of the ads, only the **pricing** strategy of the firm. We use as our
proxy for nonprice advertising the fact that...

...our discussion has concentrated on nonprice advertising. We next

consider what happens when a firm **decides** to "compete on **price** " by making the price attribute more salient.(4) Can such a firm increase its differentiation...the firm's price elasticity. We start with the observation that promotional activities primarily communicate **pricing** information, that is, price reductions. We next consider the implications of this message for firms...t.

For firms with lower price policies, the degree of effectiveness depends on whether the **pricing** communications are viewed to be positive and unique. As noted before, we assume the sales...

...provides a summary of these beliefs and the resulting testable predictions.

DATA AND MODEL

We **use** the PIMS **database** to test our hypotheses. The cross-sectional aspect of the database enables us to develop...consider fully intertemporal issues in profit maximization. Thus, for example, it is possible for a **profit** -maximizing firm to **determine** that its optimal decision is to increase its promotion expenditures in period t to enhance ...

...estimation by limiting our sample to observations in which the business unit maintains the same **pricing** policy (i.e., above versus average or below) at times t and t-1. Furthermore...

...price sensitivity, because both desirability and price sensitivity affect the firm's ability to earn **future** **profits** . Therefore, managers should not isolate their attention on shifts in demand. Instead, as we show ...

...to evaluate advertising effects relative to promotion effects. Our results, however, imply that for firms **pricing** above the industry average current advertising (and sales force) activities increase future differentiation and decrease...

?

? show files;ds
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S1	6894	(ESTIMAT? OR CALCULAT? OR DETERMIN? OR ANALYS? OR ANALYZ? OR COMPUTE OR COMPUTING OR COMPUTES OR COMPUTED)(5N)(PROFIT? ?)
S2	110766	(USE OR USAGE OR CONSUMPTION OR USING)(2W)(DEVICE OR SERVICE OR ENERGY OR EQUIPMENT OR COMPUTER OR DATABASE OR UTILITIES OR ELECTRICITY OR GAS) OR (ENERGY OR EQUIPMENT OR COMPUTER OR DATABASE OR UTILITIES OR ELECTRICITY OR GAS)()(USE ...
S3	45372	PRICING OR (DETERMIN? OR DECID? OR CALCULAT?)(3W)(CHARGE OR PRICE)
S4	616	(FUTURE)(3W)PROFIT? ?
S5	0	S1 AND S2 AND S3 AND S4
S6	2	S1 AND S2 AND S3
S7	29	S1 AND S2
S8	216	S1 AND S3
S9	2	S7 AND S8
S10	1	S2 AND S4
S11	30	S6 OR S7 OR S9:S10
S12	29	RD (unique items)

? t12/3,k/all

12/3,K/1   (Item 1 from file: 2)
DIALOG(R)File   2:INSPEC
(c) 2004 Institution of Electrical Engineers. All rts. reserv.

7527294   INSPEC Abstract Number: B2003-03-8110B-045
 Title: **Method of reactive power optimization in power market**
  Author(s): Tan Lunnong; Zhang Baohui; Duan Jiandong
  Author Affiliation: Sch. of Electr. Eng., Xi'an Jiaotong Univ., China
  Journal: Journal of Xi'an Jiaotong University   vol.36, no.10   p. 996-9, 1040
  Publisher: Editorial Board J. of Xi'an Jiaotong Univ,
  Publication Date: Oct. 2002 Country of Publication: China
  CODEN: HCTPDW ISSN: 0253-987X
  SICI: 0253-987X(200210)36:10L.996:MRPO;1-U
  Material Identity Number: N979-2002-005
  Language: Chinese
  Subfile: B
  Copyright 2003, IEE

   ...Abstract: view of the problem that the goal of reactive power

optimization is transferred from minimizing **consumption** of prime **energy** to maximizing economic **profits** , and based on the **analysis** of power exchange, it is proposed that, in the power market environment, the payment of...

12/3,K/2   (Item 2 from file: 2)
DIALOG(R)File   2:INSPEC
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5604292   INSPEC Abstract Number: C9707-7450-048
  Title: Implementation of novel processes in existing process networks: evaluation of the industrial production of C/sub 4/ chemicals by optimization
  Author(s): Dijkema, G.P.J.; Steenkamp, E.M.; Verheijen, P.J.T.
  Author Affiliation: Dept. of Syst. Eng., Delft Univ. of Technol., Netherlands
  Journal: Computers & Chemical Engineering Conference Title: Comput. Chem. Eng. (UK)   vol.21, suppl.issue   p.S493-8
  Publisher: Elsevier,
  Publication Date: 1997 Country of Publication: UK
  CODEN: CCENDW ISSN: 0098-1354
  SICI: 0098-1354(1997)21+L.s493:INPE;1-J
  Material Identity Number: C207-97006
  U.S. Copyright Clearance Center Code: 0098-1354/97/$17.00+0.00
  Conference Title: Joint 6th International Symposium on Process Systems Engineering and 30th European Symposium on Computer Aided Process Engineering. PSE '97-ESCAPE-7
  Conference Date: 25-29 May 1997   Conference Location: Trondheim, Norway
  Language: English
  Subfile: C
  Copyright 1997, IEE

  ...Abstract: network has substantial flexibility with respect to total mass use, but almost none when total **energy usage** is considered. Some novel processes therefore may not be implemented if **profits** are largely **determined** by total cost of feedstock.
  ...Identifiers: total **energy usage** ;

12/3,K/3   (Item 3 from file: 2)
DIALOG(R)File   2:INSPEC
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5068910
  Title: Technology: the best remedy
  Author(s): Dellecave, T., Jr.
  Journal: InformationWEEK   no.545   p.126, 128, 130
  Publication Date: 18 Sept. 1995 Country of Publication: USA
  CODEN: INFWE4 ISSN: 8750-6874
  Language: English
  Subfile: D
  Copyright 1995, IEE

  Abstract: Client-server technology is the key to maintaining healthy **profits** . From client-server **computing** to document imaging to wireless technology health-care providers and suppliers are exploring ways to...

  ... care product suppliers have learned that success requires a commitment to technology. One key is **using computer** systems that integrate easily

with those of customers. As IT continues to bring the pieces...

12/3,K/4   (Item 4 from file: 2)
DIALOG(R)File   2:INSPEC
(c) 2004 Institution of Electrical Engineers. All rts. reserv.

03444265   INSPEC Abstract Number: B89058937, C89053949
 Title: **Rationalising the control of industrial consumers**
  Author(s): Kesel'brener, L.Ya.
  Author Affiliation: North-Osetinsk State Univ., USSR
  Journal: Izvestiya Vysshikh Uchebnykh Zavedenii, Energetika   no.3   p.
63-4
  Publication Date: March 1989 Country of Publication: Byelorussian SSR,
USSR
  CODEN: IVZEAY ISSN: 0579-2983
  Language: Russian
  Subfile: B C

  Abstract: The problems of maximising the **use** of limited **energy**
resources are set out in a nontraditional way in order to find a
nontraditional approach...

... of industrial demand. The method is based on a criterion of economy, in
which the **calculated**   **profit** of the factories, less the cost of meeting
the energy demand, is maximised.

12/3,K/5   (Item 5 from file: 2)
DIALOG(R)File   2:INSPEC
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02557621   INSPEC Abstract Number: D86000133
 Title: Using **the relational** database
  Author(s): Smith, J.F.; Mofti, A.
  Journal: Management Accounting   vol.67, no.4   p.43-50, 54
  Publication Date: Oct. 1985 Country of Publication: USA
  CODEN: MGACBD ISSN: 0025-1690
  Language: English
  Subfile: D

 Title: Using **the relational** database
  ...Abstract: tool in any of these functions. The information demands of
managers may include cost-volume- **profit** **analyses** for new and existing
products, present value analyses of capital budgeting proposals,
development of current...

12/3,K/6   (Item 6 from file: 2)
DIALOG(R)File   2:INSPEC
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02386220   INSPEC Abstract Number: C85008885
 Title: **Planning, prices and productivity**
  Author(s): Enke, E.; Duserick, F.; Sullivan, D.; Molinaro, M.
  Author Affiliation: Alfred Univ., New York, NY, USA
  Conference Title: Proceedings of the 16th Annual Meeting of the American
Institute for Decision Sciences   p.27
  Publisher: American Inst. Decision Sci, Atlanta, GA, USA
  Publication Date: 1984 Country of Publication: USA   xvii+817 pp.

321-Apr-0411:20 AM

Conference Date: 5-7 Nov. 1984   Conference Location: Toronto, Ont., Canada
  Language: English
  Subfile: C

  ...Abstract: decisions in the long term profitability rate. The model, by stressing the factors of product **pricing** , product enhancement, and productivity, emphasizes the factors over which management has the most control. **Using** a **computer** spreadsheet, inflation-adjusted **profits** are **determined** by quantifying and projecting the impact of **pricing** decisions, inflation assumptions, and productivity plans over the time frame of the long range plan.
  ...Identifiers: product **pricing** ; ...
... **pricing** decisions

  12/3,K/7   (Item 7 from file: 2)
DIALOG(R)File   2:INSPEC
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02091892   INSPEC Abstract Number: C83031457, D83000422
  Title: Word processing takes off at Paragon Aviation
  Journal: Office Administration and Automation   vol.44, no.5   p.44, 48
  Publication Date: May 1983 Country of Publication: USA
  CODEN: OAAUDF ISSN: 0745-4325
  Language: English
  Subfile: C D

  ...Abstract: much larger system without custom-designed programming. A key strategy in Paragon's business is **using** its **database** , stored on a DECmate I text-editing machine, to quickly match its customers' requirements with...

... Besides word processing, the DECmate I runs financial modelling programs. These are used to perform **profit** and loss **analyses** , as well as to check equity ratios, interest rates, and other factors that can affect...

  12/3,K/8   (Item 8 from file: 2)
DIALOG(R)File   2:INSPEC
(c) 2004 Institution of Electrical Engineers. All rts. reserv.

01222878   INSPEC Abstract Number: C78018678
  Title: Make the best use of time
  Journal: Computer Management   p.31, 35-6
  Publication Date: April 1978 Country of Publication: UK
  CODEN: CPMGA3 ISSN: 0010-4639
  Language: English
  Subfile: C

  ...Abstract: inhouse computers by giving departmental managers tools to help their decision making. One large company **estimated** that it made a **profit** of about Pounds 3 million from an outlay of Pounds 12,000 through **using** a timesharing **service** .

  12/3,K/9   (Item 1 from file: 35)
DIALOG(R)File   35:Dissertation Abs Online
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421-Apr-0411:20 AM

01956973   ORDER NO: AADAA-I3095457
Efficient resource management in multimedia streaming networks
  Author: Dong, Yingfei
  Degree: Ph.D.
  Year: 2003
  Corporate Source/Institution: University of Minnesota (0130)
  Source: VOLUME 64/06-B OF DISSERTATION ABSTRACTS INTERNATIONAL.
            PAGE 2748. 156 PAGES

     ...and simulation, we have shown that our approach has remarkable
advantages in minimizing the bandwidth **consumption** of VOD **service** on
BCNs. Furthermore, we design two <italic>adaptation algorithms </italic>
which not only keep bandwidth...

...and the blocking probability of videos, and design a video assignment
mechanism to maximize system **profits** .
     We also present a formal **analysis** of the upstream scheduling of
BCNs, identify important relations among scheduling parameters, and
formulate an...

12/3,K/10   (Item 2 from file: 35)
DIALOG(R)File 35:Dissertation Abs Online
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01932907   ORDER NO: AADAA-I3080474
**Does excessive debt discourage foreign direct investment in highly indebted
poor countries?**
  Author: Warburton, Christopher Ebun Samuel
  Degree: Ph.D.
  Year: 2003
  Corporate Source/Institution: Fordham University (0072)
  Source: VOLUME 64/02-A OF DISSERTATION ABSTRACTS INTERNATIONAL.
            PAGE 587. 92 PAGES

     ...debt overhang literature has also viewed uncertain future debt
payments as an implicit tax on **future   profits** , and therefore a
disincentive to new private investment, or procurement of earnings. For the
most part, **using** a **database** assembled Mody and Murshid (2002), I
examine the impact of indebtedness on FDI flows, to...

12/3,K/11   (Item 3 from file: 35)
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(c) 2004 ProQuest Info&Learning. All rts. reserv.

01660740   ORDER NO: AAD99-03177
MEXICAN, UNITED STATES, AND TEXAS AGRICULTURAL TRADE
  Author: NKUNZIMANA, SALVATOR
  Degree: PH.D.
  Year: 1998
  Corporate Source/Institution: TEXAS A&M UNIVERSITY (0803)
  Source: VOLUME 59/08-A OF DISSERTATION ABSTRACTS INTERNATIONAL.
            PAGE 3117. 191 PAGES

     ...liberalization on Mexican, U.S., and Texas agricultural sectors are
examined using the empirical models **estimated** using the restricted
profit dual approach.
     Policy simulations of the implementation of the GATT minimum tariff

521-Apr-0411:20 AM

provisions by Mexico...

...employed labor wage quasi-fixed, trade liberalization policies could substantially increase Texas exports, chemical and **energy use** , capital investment, self-employed labor wage, and farm net returns. Under these same assumptions, these...

12/3,K/12   (Item 4 from file: 35)
DIALOG(R)File   35:Dissertation Abs Online
(c) 2004 ProQuest Info&Learning. All rts. reserv.

01649649   ORDER NO: AAD98-38191
REGULATORY POLICY ANALYSIS AND DISCOURSE: ASSESSING THE NEED FOR KNOWLEDGE ORGANIZATION, MANAGEMENT, AND TRANSFER (PUBLIC POLICY ANALYSIS, ENVIRONMENTAL POLICY, KNOWLEDGE MANAGEMENT)
   Author: ALTMAN, TRACY ALLISON
   Degree: PH.D.
   Year: 1998
   Corporate Source/Institution: UNIVERSITY OF COLORADO AT DENVER GRADUATE
        SCHOOL OF PUBLIC AFFAIRS (0765)
   Source: VOLUME 59/06-A OF DISSERTATION ABSTRACTS INTERNATIONAL.
        PAGE 2180.   228 PAGES

   ...of co-citation among the various contributions.
   Five hypotheses were tested; descriptive statistics were developed **using database** queries. Results show that participants contribute in many forums, invoking a variety of threats, but...

...knowledge organization and coordination between decision-makers, practitioners, and researchers; between public, private, and non- **profit** entities; and among **analysts** working in different disciplines or organizations.

12/3,K/13   (Item 5 from file: 35)
DIALOG(R)File   35:Dissertation Abs Online
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01563301   ORDER NO: AAD97-19378
PRIORITY SYSTEMS FOR MARINE INTERMODAL CONTAINERS   (CONTAINER TRANSPORTATION, AUTOMATIC EQUIPMENT IDENTIFICATION)
   Author: HOLGUIN-VERAS, JOSE
   Degree: PH.D.
   Year: 1996
   Corporate Source/Institution: THE UNIVERSITY OF TEXAS AT AUSTIN (0227)
   Source: VOLUME 58/01-B OF DISSERTATION ABSTRACTS INTERNATIONAL.
        PAGE 317.   214 PAGES

   ...ports where network effects are not considered. Three major study areas are considered: information systems, **pricing** , and performance analysis. The information technology analysis is comprised of several parts. First, idealized import...

...the possible impacts on priority systems implementations are estimated. Specifically, the advantages and disadvantages of **using** Automatic **Equipment** Identification (AEI) devices and electronic tags are discussed.
   The second study area targeted the determination of the optimal yard allocation, and the corresponding storage **pricing** . The different priority levels were characterized in terms of their fundamental economic

characteristics. The proposed approach frames the **pricing** problem as a capacity constrained process in which the decision variables are the number of spaces allocated to each priority and its corresponding set of storage charges. Two **pricing** policies, i.e., welfare maximization and **profit** maximization, are **analyzed** . The maximization problem is solved using the Karush-Kuhn-Tucker conditions, subject to the capacity...

12/3,K/14   **(Item 6 from file: 35)**
DIALOG(R)File   35:Dissertation Abs Online
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01541677   ORDER NO: AAD97-14461
ESTIMATION OF FLOUR MILL OPERATIONS USING   COMPUTER **SIMULATION** **(WHEAT BLENDS, KOREA)**
  Author: KIM, YANGSOO
  Degree: PH.D.
  Year: 1996
  Corporate Source/Institution: KANSAS STATE UNIVERSITY (0100)
  Source: VOLUME 57/11-B OF DISSERTATION ABSTRACTS INTERNATIONAL.
        PAGE 6678. 259 PAGES

ESTIMATION OF FLOUR MILL OPERATIONS USING   COMPUTER **SIMULATION** **(WHEAT BLENDS, KOREA)**

    ...one for the scheduling of milling operations (Mill Operation Simulation Model, MOSM). The WEEM can **estimate** the relative **profit** made by using different wheats in a blend, based on selecting the best possible wheat...

12/3,K/15   **(Item 7 from file: 35)**
DIALOG(R)File   35:Dissertation Abs Online
(c) 2004 ProQuest Info&Learning. All rts. reserv.

01469750   ORDER NO: AADAA-I9606226
HYPER AUTOMATED ESTIMATING SUPPORT SYSTEM (CONSTRUCTION)
  Author: ALNAJJAR, AHMAD
  Degree: PH.D.
  Year: 1995
  Corporate Source/Institution: ILLINOIS INSTITUTE OF TECHNOLOGY (0091)
  Source: VOLUME 56/11-B OF DISSERTATION ABSTRACTS INTERNATIONAL.
        PAGE 6266. 461 PAGES

    ...is the basis for bid submittal which will aid the contractor in achieving a substantial **profit** .
    Estimators have plenty of cost **estimating** programs to assist them in the take off and estimating process, but they lack a...

...new way of organizing and accessing information that could affect all forms of computer and **database**   **use** . Hyper System offers highly effective fundamental changes in the way that data is stored and...

12/3,K/16   **(Item 8 from file: 35)**
DIALOG(R)File   35:Dissertation Abs Online
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01450324   ORDER NO: AADAA-I9543449
PRIVATIZATION IN NINE URBAN PUBLIC SCHOOLS: A CASE STUDY OF "CONTRACTING

OUT" IN BALTIMORE (URBAN EDUCATION, MARYLAND)
  Author: AYERS, BARBARA SPENCER
  Degree: ED.D.
  Year: 1995
  Corporate Source/Institution: FORDHAM UNIVERSITY (0072)
  Source: VOLUME 56/08-A OF DISSERTATION ABSTRACTS INTERNATIONAL.
           PAGE 2941. 205 PAGES

     The purpose of this study was to provide an **analysis** of a private
for- **profit** company management of several public schools in Baltimore. The
study investigated why the public sector...

...teaching methods were dramatically altered from teacher-centered methods
to student-centered methods and high **usage** of **computer** -assisted
instruction. Maintenance of the schools was dramatically improved and a
computer-based management system...

 12/3,K/17   (Item 9 from file: 35)
DIALOG(R)File 35:Dissertation Abs Online
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01220167 ORDER NO: AAD92-15417
THE STRUCTURE OF DAIRY PRODUCTION TECHNOLOGY: A PROFIT FUNCTION APPROACH
  Author: QUIROGA, RICARDO ERIC
  Degree: PH.D.
  Year: 1991
  Corporate Source/Institution: THE UNIVERSITY OF CONNECTICUT (0056)
  Source: VOLUME 53/01-A OF DISSERTATION ABSTRACTS INTERNATIONAL.
           PAGE 242. 217 PAGES

     ...evaluates the structure of dairy production technology using
farm-level data for Vermont. A restricted **profit** function approach is
used to **analyze** short-run and long-run adjustments in dairy production. A
multioutput measure of technological change...

...in productivity growth. Technological change was found to be concentrate
feed, forage and hired labor **using** , and **energy** saving.
     An analysis of sources of output growth reveals that herd size
adjustments and technological...

 12/3,K/18   (Item 10 from file: 35)
DIALOG(R)File 35:Dissertation Abs Online
(c) 2004 ProQuest Info&Learning. All rts. reserv.

01216106 ORDER NO: NOT AVAILABLE FROM UNIVERSITY MICROFILMS INT'L.
A MODEL OF THE AUTOMOBILE MARKET
  Author: YEE, JET
  Degree: PH.D.
  Year: 1988
  Corporate Source/Institution: MASSACHUSETTS INSTITUTE OF TECHNOLOGY (
           0753)
  Source: VOLUME 52/12-A OF DISSERTATION ABSTRACTS INTERNATIONAL.
           PAGE 4418.

     ...to the automobile have been enacted to control the undesirable side
effects associated with automobile **use** such as **energy** consumption and
environmental pollution. Most public policies are applied to new cars only.
Automobiles are...

...new car price to be exogenous. Instead we estimate a model of new car price **determination** based on the assumption of **profit** maximization by automobile producers. (3) We explicitly recognize the product heterogeneity of automobiles by taking...

12/3,K/19   (Item 11 from file: 35)   ·
DIALOG(R)File   35:Dissertation Abs Online
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807897   ORDER NO: AAD83-08751
EFFECTS OF THE CRUDE OIL WINDFALL PROFITS TAX
  Author: LACKO, JAMES MICHAEL
  Degree: PH.D.
  Year: 1982
  Corporate Source/Institution: UNIVERSITY OF MARYLAND (0117)
  Source: VOLUME 43/12-A OF DISSERTATION ABSTRACTS INTERNATIONAL.
            PAGE 3978. 124 PAGES

    ...The effect of the tax is analyzed theoretically under a variety of assumptions, and empirically **using   computer** simulation.
        The tax is first analyzed with a model which assumes a competitive industry, constant...

...three of these sections, the effect of an excise tax, a subsidy, and a normal **profits** tax are also examined, since **analysis** of the effects of taxation under these assumptions does not appear elsewhere in the natural ...

12/3,K/20   (Item 1 from file: 99)
DIALOG(R)File   99:Wilson Appl. Sci & Tech Abs
(c) 2004 The HW Wilson Co. All rts. reserv.

2429282 H.W. WILSON RECORD NUMBER: BAST02102519
Why use estimating software?
Allen, Lee;
Manufacturing Engineering v. 127 no6 (Dec. 2001) p. 42-48, 50-52
DOCUMENT TYPE: Feature Article ISSN: 0361-0853

ABSTRACT: The decision to acquire estimating software may turn an **estimating** department into a **profit** center. With **estimating** software there is an immediate negative cash flow; however, there is a positive cash flow...

...value of time, reviewing cost reduction/cost avoidance, and seeing marketing's role in the **use** of **computer** -aided estimating software.

12/3,K/21   (Item 1 from file: 583)
DIALOG(R)File 583:Gale Group Globalbase(TM)
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09906549
  ANALYSIS : Convenience Stores Now Focused On **Profit** , Not Size
   Japan: Convenience stores eyeing more profits
Nikkei Net Interactive (ATM)   16 Oct 2002 NihonKeizai Shimbun Online
Language: ENGLISH

ANALYSIS : Convenience Stores Now Focused On **Profit** , Not Size

EVENT: Market & Industry NewsSales & **Consumption**

12/3,K/22   **(Item 2 from file: 583)**
DIALOG(R)File 583:Gale Group Globalbase(TM)
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09831573
Japanese refiners scramble to cut surplus
  Japan: Local refiners facing oversupply of fuel oil
Oil & Gas News (XDB)   22-28 Jul 2002
Language: ENGLISH

... China and to upgrade their smaller subsidiaries to produce kerosene and
gasoline, which have higher **profit** margin. **Analysts** , however, are
pessimistic about the upgrading of local refiners' subsidiaries due to the
substantial costs...

EVENT: Market & Industry NewsSales & ConsumptionCapital ExpenditureUse
     of Materials & Supplies

12/3,K/23   **(Item 3 from file: 583)**
DIALOG(R)File 583:Gale Group Globalbase(TM)
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09394895
TNB records higher earnings
  MALAYSIA: TNB BOOKS 55.8% RISE IN PRE-TAX PROFIT
New Straits Times (XAS)   01 Nov 2000 p.21
Language: ENGLISH

... bn in the same period. In the preceding corresponding period, TNB's
group pre-tax **profit** was **calculated** at RM 977.8 mn. The firm's earnings
per share also rose from RM 0.249 to RM 0.429. The utility major's net
profit was **calculated** at RM 1.33 bn in the reviewed period. The
improved financial performance was also attributed to the shift from crude
oil **usage** to natural **gas** . A major portion of its increased power sales
was contributed by the commercial and industrial...

12/3,K/24   **(Item 4 from file: 583)**
DIALOG(R)File 583:Gale Group Globalbase(TM)
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09322552
China's industries thriving
  CHINA: PROFIT FOR INDUSTRIAL FIRMS SOARS
Xinhua (XKS)   09 Jul 2000 Online
Language: ENGLISH

...0% run firms Value of export 504.3 +26.9% The table below shows the
estimated **profit** of industrial companies during the year of 2000:
Table: Forecasted profit of industrial Companies Figures...

EVENT: Sales & **Consumption**

12/3,K/25   (Item 5 from file: 583)
DIALOG(R)File 583:Gale Group Globalbase(TM)
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06505034
Computing recruiter predicts IT staff surge
  UK: WALTERS ANNOUNCES EARNINGS SURGE
Daily Telegraph (DT)   08 Aug 1997 p.35
Language: ENGLISH

... as well as an ambitious recruitment programme. The UK recruitment
agency, specialising in finance and **computing** services, reported pre-tax
profits   during this period of GBt 3.3mn, almost twice the level achieved
in 1996. The...

EVENT: Sales & **Consumption**

12/3,K/26   (Item 6 from file: 583)
DIALOG(R)File 583:Gale Group Globalbase(TM)
(c) 2002 The Gale Group. All rts. reserv.

06255245
PARTNERS ACCELERE APRES UN TOURNANT
  BELGIUM: PARTNERS AMBITIONS IN DIRECT INSURANCE
L'Echo (EB)   18 Jan 1996 p.6
Language: FRENCH

...in 1986. Profits should be increased in the years to come (to begin with
an **estimated** net **profit** of some BFr 10mn in 1996) as the firm is taking
advantage of growing demand...

EVENT: Sales & **Consumption**

12/3,K/27   (Item 7 from file: 583)
DIALOG(R)File 583:Gale Group Globalbase(TM)
(c) 2002 The Gale Group. All rts. reserv.

06087711
New software to speed up Bank Islam loans
  MALAYSIA: BANK ISLAM TO USE ISLAMIC BANKING SYS
The Star (XAT)   09 Dec 1994 Business, p.11
Language: ENGLISH

... Unix-based software for Islamic banks. The system will offer clients
fast service through automatic **profit** , discounts and rebates **calculation**
 functions. The system is currently under testing at the bank's EDP
department **using** Digital **Equipment** Alpha station. However, hardware
platform to be used is still under evaluations.

12/3,K/28   (Item 8 from file: 583)
DIALOG(R)File 583:Gale Group Globalbase(TM)
(c) 2002 The Gale Group. All rts. reserv.

05896023
ESB: THE 1.2BN CHALLENGE
  IRELAND: ESB TO INVEST IRP 1.32BN OVER FIVE YEARS
Business & Finance (BAF)   16 Sep 1993 p.10

Language: ENGLISH

... has total gross assets worth IRP 2.06bn. The return on these assets is 7%. **Consumption** of **electricity** in Ireland rose by 4.1% in 1992. The company is being forced to invest...

... company because a large amount is set aside each year to cover borrowings before the **profit** is **calculated** . The EC is expected to shortly introduce measures to allow any company to build a...

12/3,K/29   (Item 9 from file: 583)
DIALOG(R)File 583:Gale Group Globalbase(TM)
(c) 2002 The Gale Group. All rts. reserv.

02460067
ELECTRICITY CONSUMPTION INCREASES 5.1% IN 1988
  SPAIN - ELECTRICITY CONSUMPTION INCREASES 5.1% IN 1988
Cinco Dias (CDS)   25 January 1989 p5
Language: Spanish

In 1988 **consumption** of **electricity** increased 5.1% to 117,750 mil KWh, with total production increasing 4.4% to 139,010 mil KWh. Increased consumption has led to electricity utilities **estimating** an increase in **profit** of 50.5% to Pta146 bil for 1988.
?

? show files;ds
File 350:Derwent WPIX 1963-2004/UD,UM &UP=200425
   (c) 2004 Thomson Derwent
File 344:Chinese Patents Abs Aug 1985-2004/Mar
   (c) 2004 European Patent Office
File 347:JAPIO Nov 1976-2003/Dec(Updated 040402)
   (c) 2004 JPO & JAPIO
File 371:French Patents 1961-2002/BOPI 200209
   (c) 2002 INPI. All rts. reserv.

Set	Items	Description
S1	560	(ESTIMAT? OR CALCULAT? OR DETERMIN? OR ANALYS? OR ANALYZ? - OR COMPUTE OR COMPUTING OR COMPUTES OR COMPUTED)(5N)(PROFIT? - ?)
S2	209809	(USE OR USAGE OR CONSUMPTION OR USING)(2W)(DEVICE OR SERVI- CE OR ENERGY OR EQUIPMENT OR COMPUTER OR DATABASE OR UTILITIES OR ELECTRICITY OR GAS) OR (ENERGY OR EQUIPMENT OR COMPUTER OR DATABASE OR UTILITIES OR ELECTRICITY OR GAS)()(USE ...
S3	6860	PRICING OR (DETERMIN? OR DECID? OR CALCULAT?)(3W)(CHARGE OR PRICE)
S4	18	(FUTURE)(3W)PROFIT? ?
S5	0	S1 AND S2 AND S3 AND S4
S6	15	S1 AND S2
S7	0	S3 AND S4
S8	42	S1 AND S3
S9	0	S2 AND S8
S10	57	S6 OR S8

? t10/3,k/all

10/3,K/1 (Item 1 from file: 350)
DIALOG(R)File 350:Derwent WPIX
(c) 2004 Thomson Derwent. All rts. reserv.

016104434 **Image available**
WPI Acc No: 2004-262310/200425
XRPX Acc No: N04-208467
 Communication service expense distribution system for block of flats, calculates communication service's reduction charge and equipment owner's burden charge, and outputs calculated charges
Patent Assignee: INFRANET JAPAN KK (INFR-N)
Number of Countries: 001 Number of Patents: 001
Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
JP 2004080242	A	20040311	JP 2002236358	A	20020814	200425	B

Priority Applications (No Type Date): JP 2002236358 A 20020814
Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
JP 2004080242	A		11	H04M-015/36	

Abstract (Basic):
 ... A calculation unit **calculates** a reduction **charge** based on communication service cost of communication equipment user e.g. tenant of flat. The burden charge of equipment owner (31) is **calculated** from reduction **charge** and communication service cost of user. The service cost information of user and burden charge...
 ... Both the communication equipment owner and user gets **profits** by **calculation** burden **charge** .

10/3,K/2   (Item 2 from file: 350)
DIALOG(R)File 350:Derwent WPIX
(c) 2004 Thomson Derwent. All rts. reserv.

016040927   **Image available**
WPI Acc No: 2004-198778/200419
XRPX Acc No: N04-157915
   **Real estate price calculation program has instructions for calculating
   income-and-expenditure data of real estate, based on real estate
   information, usage and usage period information of real estate**
Patent Assignee: QUANTS RES KK (QUAN-N)
Number of Countries: 001 Number of Patents: 001
Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
JP 2004070535	A	20040304	JP 2002226737	A	20020802	200419	B

Priority Applications (No Type Date): JP 2002226737 A 20020802
Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
JP 2004070535	A		14	G06F-017/60	

Abstract (Basic):
...   For **calculating** **price** of real estate e.g. house...

...The price of real estate is **calculated** correctly based on **profits**
   produced by usage of the real estate...

10/3,K/3   (Item 3 from file: 350)
DIALOG(R)File 350:Derwent WPIX
(c) 2004 Thomson Derwent. All rts. reserv.

015929364   **Image available**
WPI Acc No: 2004-087205/200409
XRPX Acc No: N04-069880
   **Business support system e.g. for nuclear power plant, considers
   income/expenditure of marketer and production effluxion, to calculate
   financial flotation condition**
Patent Assignee: NIPPON GENSHIRYOKU HATSUDEN (NIGE-N)
Number of Countries: 001 Number of Patents: 001
Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
JP 2004013347	A	20040115	JP 2002163419	A	20020604	200409	B

Priority Applications (No Type Date): JP 2002163419 A 20020604
Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
JP 2004013347	A		35	G06F-017/60	

Abstract (Basic):
...   The system receives input of specified **profit** data to **compute**
   goods production base cost of seller. The amount of discount on
   selling cost is determined based on market conditions, to **calculate**
   market **price** . The financial flotation condition for issuing financial
   policy, is calculated based on calculated production base...

10/3,K/4   (Item 4 from file: 350)
DIALOG(R)File 350:Derwent WPIX

015899052   **Image available**
WPI Acc No: 2004-056891/200406
XRPX Acc No: N04-045992
   Stock risk management system for used car sales, calculates **unrealized
   profit or loss in selling used car, based on** calculated **cost** price
   and standard selling prices
Patent Assignee: INOUE T (INOU-I)
Number of Countries: 001 Number of Patents: 001
Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
JP 2003345961	A	20031205	JP 2002150843	A	20020524	200406	B

Priority Applications (No Type Date): JP 2002150843 A 20020524
Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
JP 2003345961	A		12	G06F-017/60	

   Stock risk management system for used car sales, calculates **unrealized
   profit or loss in selling used car, based on** calculated **cost** price
   and standard selling prices
Abstract (Basic):
   ...   A cost calculation unit **calculates** a cost **price** of a used
   car. The retail and auction price calculation units calculate the
   respective standard selling prices in the retail and auction markets
   respectively. An unrealized **profit** and loss **calculation** unit
   calculates the unrealized **profit** or loss in selling the used car,
   based on the **calculated** cost **price** and standard selling prices.

   10/3,K/5   (Item 5 from file: 350)
DIALOG(R)File 350:Derwent WPIX

015716527   **Image available**
WPI Acc No: 2003-778727/200373
XRPX Acc No: N03-624152
   **Suggested price estimation method for freight transportation services,
   involves calculating** pricing **reference values and suggesting final
   price equal to or greater than cost reference value**
Patent Assignee: BURTON V L (BURT-I); COUCH J R (COUC-I); PERRY N L
   (PERR-I); SCHOENLEBEN T J (SCHO-I); SHEFELBINE J L (SHEF-I); TILKA B R
   (TILK-I); TURRA M L (TURR-I)
Inventor: BURTON V L; COUCH J R; PERRY N L; SCHOENLEBEN T J; SHEFELBINE J L
   ; TILKA B R; TURRA M L
Number of Countries: 001 Number of Patents: 001
Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
US 20030191724	A1	20031009	US 2002116200	A	20020403	200373	B

Priority Applications (No Type Date): US 2002116200 A 20020403
Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
US 20030191724	A1		15	G06G-007/00	

   **Suggested price estimation method for freight transportation services,
   involves calculating** pricing **reference values and suggesting final
   price equal to or greater than cost reference value**

Abstract (Basic):

...   The transport quantity, origin and destination data of each item
     are received. **Pricing** reference values including reference value
     representative of estimated price of a competitor and a reference value
     representative of costs, are **calculated** . The final **price** is
     suggested such that suggested price is equal to or greater than the
     reference value...
...   An INDEPENDENT CLAIM is also included for computer system for
     determining suggested **price** for rail freight transportation services
     ...

...Maintains the competitiveness of price due to easy and flexible
     calculation of **pricing** reference values, thereby **profits** of both
     service provider and customer are promoted...

...The figure shows the flowchart indicating the **pricing** process...

 10/3,K/6   (Item 6 from file: 350)
DIALOG(R)File 350:Derwent WPIX
(c) 2004 Thomson Derwent. All rts. reserv.

015649877   **Image available**
WPI Acc No: 2003-712060/200367
XRPX Acc No: N03-569603
  **Business opportunity valuation method e.g. for investment opportunity
  involves selecting** pricing **strategy based on maximum market price and
  cost, to evaluate potential financial implications associated with the
  opportunity**
Patent Assignee: WINTHER K T (WINT-I)
Inventor: WINTHER K T
Number of Countries: 001 Number of Patents: 001
Patent Family:
Patent No   Kind   Date   Applicat No   Kind   Date   Week
US 20030177056 A1 20030918 US 200297465   A   20020313 200367 B

Priority Applications (No Type Date): US 200297465 A 20020313
Patent Details:
Patent No Kind Lan Pg   Main IPC   Filing Notes
US 20030177056 A1   5 G06F-017/60

  **Business opportunity valuation method e.g. for investment opportunity
  involves selecting** pricing **strategy based on maximum market price and
  cost, to evaluate potential financial implications associated with...**

Abstract (Basic):
...   maximum market price is estimated based on the discounted value
     and market power. The optimal **pricing** strategy is selected based on
     the maximum market price and cost, for evaluating potential financial
     ...
...   business strategies are evaluated efficiently by analyzing the
     impact of different value net configurations. Thus, **profit**
     opportunity is easily **estimated** in an efficient manner...

...The figure shows an explanatory view of breakdown of value and
     estimation of **profit** opportunity...

 10/3,K/7   (Item 7 from file: 350)
DIALOG(R)File 350:Derwent WPIX
(c) 2004 Thomson Derwent. All rts. reserv.

                    421-Apr-0410:01 AM

015551386   **Image available**
WPI Acc No: 2003-613541/200358
XRPX Acc No: N03-489658
  Land price calculation apparatus for lease of building e.g. office,
  calculates **net** profit **and land price based on building attribute and**
  lease information
Patent Assignee: NIPPON TOCHI HYOKA SYSTEM KK (NITO-N)
Number of Countries: 001   Number of Patents: 001
Patent Family:
Patent No   Kind   Date   Applicat No   Kind   Date   Week
JP 2003233661 A   20030822 JP 200271046   A   20020206 200358 B

Priority Applications (No Type Date): JP 200271046 A 20020206
Patent Details:
Patent No Kind Lan Pg   Main IPC   Filing Notes
JP 2003233661 A   14 G06F-017/60

  Land price calculation apparatus for lease of building e.g. office,
  calculates **net** profit **and land price based on building attribute and**
  lease information
Abstract (Basic):
...   construction and public announcement information, in response to
   input of land positional information. The net **profit** and land price
   are **calculated** based on building attribute and lease information.
...   For **calculating** **price** of land, to **determine** **profit**
   obtained by providing building such as office, store, residence, for
   lease...

  10/3,K/8   **(Item 8 from file: 350)**
DIALOG(R)File 350:Derwent WPIX
(c) 2004 Thomson Derwent. All rts. reserv.

015531145   **Image available**
WPI Acc No: 2003-593295/200356
XRPX Acc No: N03-472725
  Industrialization simulation system for business applications, calculates
  cash flow in enterprise based on profit amount of specific product,
  prescribed condition data and capital investment
Patent Assignee: FUJITSU LTD (FUIT)
Number of Countries: 001   Number of Patents: 001
Patent Family:
Patent No   Kind   Date   Applicat No   Kind   Date   Week
JP 2003216801 A   20030731 JP 20029403   A   20020118 200356 B

Priority Applications (No Type Date): JP 20029403 A 20020118
Patent Details:
Patent No Kind Lan Pg   Main IPC   Filing Notes
JP 2003216801 A   25 G06F-017/60

Abstract (Basic):
...   A calculation unit (2) **calculates** cost **price** of specific
   product manufactured in an enterprise, based on labor cost,
   installation, power and allocation expenses. The profit amount of
   product is detected, with respect to **calculated** **price** , depreciation
   cost of fixed property, fixed property tax. The cash flow in enterprise
   is **calculated** based on **profit** , prescribed condition data and
   capital investment of enterprise.
...   **profit**   **calculation** unit (12

521-Apr-0410:01 AM

10/3,K/9   (Item 9 from file: 350)
DIALOG(R)File 350:Derwent WPIX
(c) 2004 Thomson Derwent. All rts. reserv.

015531131   **Image available**
WPI Acc No: 2003-593281/200356
XRPX Acc No: N03-472711
  **Building appraisal evaluation method for real estate business, involves
  estimating final quantitative number for each building using building and
  land rent value relation to** estimate **maximum** profit **price**
Patent Assignee: SUZUKI S (SUZU-I)
Number of Countries: 001 Number of Patents: 001
Patent Family:
Patent No   Kind   Date   Applicat No   Kind   Date   Week
JP 2003216716 A   20030731 JP 2002147105   A   20020522 200356 B

Priority Applications (No Type Date): JP 2001353505 A 20011119; JP
  2001158180 A 20010528
Patent Details:
Patent No Kind Lan Pg   Main IPC   Filing Notes
JP 2003216716 A   22 G06F-017/60

  ... **estimating final quantitative number for each building using building** .
  and land rent value relation to estimate **maximum** profit **price**
Abstract (Basic):
  ...   on the building and land rent values to derive total net return
    values. The actual **profit** price is **estimated** and maximum **profit**
    price with respect to the final quantitative number is displayed.
  ...   For evaluating appraisal of buildings such as multi storeyed
    buildings **using   computer** in real estate business like lease and
    selling...

  ...The figure shows a flowchart indicating **profit** price **calculating**
    procedure. (Drawing includes non-English language text...

  10/3,K/10   (Item 10 from file: 350)
DIALOG(R)File 350:Derwent WPIX
(c) 2004 Thomson Derwent. All rts. reserv.

015514650   **Image available**
WPI Acc No: 2003-576797/200354
XRPX Acc No: N03-458487
  **Price sensitivity determination method for retail units, involves
  generating regression coefficient using time differences in profit/sale
  and price index**
Patent Assignee: KIEFER N M (KIEF-I)
Inventor: KIEFER N M
Number of Countries: 001 Number of Patents: 001
Patent Family:
Patent No   Kind   Date   Applicat No   Kind   Date   Week
US 20030093313 A1   20030515 US 2001331213   P   20011113 200354 B
                               US 2002292532   A   20021113

Priority Applications (No Type Date): US 2001331213 P 20011113; US
  2002292532 A 20021113
Patent Details:
Patent No Kind Lan Pg   Main IPC   Filing Notes

US 20030093313 A1   6 G06F-017/60   Provisional application US 2001331213

Abstract (Basic):
...   For **determining**   **price** sensitivity e.g. prices, **profits** ,
    sales, items being sold, quantity of items, time periods for
    determining fixed weight **price** index used for assisting gross
    profit   **analysis** of retail units...

10/3,K/11   (Item 11 from file: 350)
DIALOG(R)File 350:Derwent WPIX
(c) 2004 Thomson Derwent. All rts. reserv.

015497046   **Image available**
WPI Acc No: 2003-559193/200352
XRPX Acc No: N03-444518
  **Analyzing method for product sales strategies using archived sales data
  calculating an adjusted weekly sale value based on sales profile and
  analysis period**
Patent Assignee: ACCENTURE SERVICES LTD (ACCE-N)
Inventor: BLACKMORE K; GUPTA S E
Number of Countries: 101 Number of Patents: 001
Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
WO 200354757	A2	20030703	WO 2002IB5584	A	20021223	200352	B

Priority Applications (No Type Date): US 200124526 A 20011221
Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
WO 200354757	A2	E	59	G06F-017/60	

    Designated States (National): AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA
    CH CN CO CR CU CZ DE DK DM DZ EC EE ES FI GB GD GE GH GM HR HU ID IL IN
    IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ
    OM PH PL PT RO RU SC SD SE SG SK SL TJ TM TN TR TT TZ UA UG UZ VC VN YU
    ZA ZM ZW
    Designated States (Regional): AT BE BG CH CY CZ DE DK EA EE ES FI FR GB
    GH GM GR IE IT KE LS LU MC MW MZ NL OA PT SD SE SI SK SL SZ TR TZ UG ZM
    ZW

Abstract (Basic):
...   analysis period. An uplifted sale value is calculated based on a
    selected uplift percentage. A **profit** is **calculated** based on the
    uplifted sale value and the adjusted weekly sale value.
...   Accurately and reliably predicts the impact of **pricing** and
    promotional strategies on the sales of goods...

10/3,K/12   (Item 12 from file: 350)
DIALOG(R)File 350:Derwent WPIX
(c) 2004 Thomson Derwent. All rts. reserv.

015494735   **Image available**
WPI Acc No: 2003-556882/200352
XRPX Acc No: N03-442516
  **Automated product category management tool in grocery stores, drug
  stores, receives data of product data set from user, and creates
  comparative analysis with respect to product** pricing **database**
Patent Assignee: KELLS D L (KELL-I); NELSON K W (NELS-I); THOMPSON L J
  (THOM-I); WEAVER C L (WEAV-I)
Inventor: KELLS D L; NELSON K W; THOMPSON L J; WEAVER C L

Number of Countries: 001 Number of Patents: 001
Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
US 20030083925	A1	20030501	US 20012566	A	20011101	200352	B

Priority Applications (No Type Date): US 20012566 A 20011101
Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
US 20030083925	A1		43	G06F-017/60	

... **data of product data set from user, and creates comparative analysis
with respect to product** pricing **database**

Abstract (Basic):
...   A database (14) stores distinct data sets containing **pricing**
     information on consumer products. An input module receives data from at
     least one product data...
...   product category analysis and report to consumers that is
     beneficial in providing product category assessment, **pricing** analysis
     and product placement **analysis** . Hence, increases **profits** of
     retailers and promotes product sales and distribution...

 10/3,K/13   (Item 13 from file: 350)
DIALOG(R)File 350:Derwent WPIX
(c) 2004 Thomson Derwent. All rts. reserv.

015486079   **Image available**
WPI Acc No: 2003-548226/200352
XRPX Acc No: N03-435552
  Optical network path price determination **method involves** calculating
  actual profit **based on path price** calculated **with respect to**
  difference between profit **obtained by accommodating required optical
  paths and network cost**
Patent Assignee: DAINI DENDEN KK (DAIN-N)
Number of Countries: 001 Number of Patents: 001
Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
JP 2003152647	A	20030523	JP 2001351962	A	20011116	200352	B

Priority Applications (No Type Date): JP 2001351962 A 20011116
Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
JP 2003152647	A		5	H04B-010/02	

  Optical network path price determination **method involves** calculating
  actual profit **based on path price** calculated **with respect to**
  difference between profit **obtained by accommodating required optical
  paths and network cost**

Abstract (Basic):
...   path of a failure recovery system, based on which required
     number of optical path is **calculated** . The **profit** for constructing
     optical network, is **calculated** based on difference between **profit**
     obtained by accommodating required optical paths, and network cost,
     based on which price of optical path, which maximizes the actual
     profit is **calculated** .
...   For **determining** **price** of optical path of failure recovery
     system in optical network...

...Enables to accurately **determine** the actual **profit** obtained while
constructing optical network...

10/3,K/14   (Item 14 from file: 350)
DIALOG(R)File 350:Derwent WPIX
(c) 2004 Thomson Derwent. All rts. reserv.

015325616   **Image available**
WPI Acc No: 2003-386551/200337
XRPX Acc No: N03-308967
  Online goods bid price determining **method involves** calculating
  profit **provision degree with respect to goods manufacturer based on
  predetermined user information, using which** calculated **bid** price **is
  corrected**
Patent Assignee: MAZDA KK (MAZD)
Number of Countries: 001 Number of Patents: 001
Patent Family:
Patent No   Kind   Date   Applicat No   Kind   Date   Week
JP 2003108811 A   20030411 JP 2001300798   A   20010928 200337 B

Priority Applications (No Type Date): JP 2001300798 A 20010928
Patent Details:
Patent No Kind Lan Pg   Main IPC   Filing Notes
JP 2003108811 A   35 G06F-017/60

  Online goods bid price determining **method involves** calculating
  profit **provision degree with respect to goods manufacturer based on
  predetermined user information, using which** calculated **bid** price **is
  corrected**

Abstract (Basic):
...   with respect to goods manufacturer is calculated based on
   predetermined user information, using which the **calculated** bid **price**
    is corrected, and corrected bid price is transmitted to user terminal.
...   For **determining** bid **price** of goods such as motor vehicle
   using Internet...

10/3,K/15   (Item 15 from file: 350)
DIALOG(R)File 350:Derwent WPIX
(c) 2004 Thomson Derwent. All rts. reserv.

015287018   **Image available**
WPI Acc No: 2003-347951/200333
XRPX Acc No: N03-278425 .
  **Price determination method for electronic commerce between companies,
  involves multiplying bad debt reserve ratio and profit with transport
  purchase price to automatically** calculate price **shown to customer**
Patent Assignee: HASHIMOTO A (HASH-I)
Number of Countries: 001 Number of Patents: 001
Patent Family:
Patent No   Kind   Date   Applicat No   Kind   Date   Week
JP 2003099684 A   20030404 JP 2001290947   A   20010925 200333 B

Priority Applications (No Type Date): JP 2001290947 A 20010925
Patent Details:
Patent No Kind Lan Pg   Main IPC   Filing Notes
JP 2003099684 A   9 G06F-017/60

... **companies, involves multiplying bad debt reserve ratio and profit with
transport purchase price to automatically** calculate   price **shown to
customer**

Abstract (Basic):

...   The price determined by a credit company is presented to the
customer. The credit company **determines** the **profit** corresponding to
each goods as the bad debt reserve ratio with respect to the sales...

10/3,K/16   (Item 16 from file: 350)
DIALOG(R)File 350:Derwent WPIX
(c) 2004 Thomson Derwent. All rts. reserv.

015191220   **Image available**
WPI Acc No: 2003-251754/200325
XRPX Acc No: N03-199867
  Marketing plan production apparatus for sales management, calculates
  sales profit **corresponding to selected goods based on goods file,
  calender file and recording file including quantity and price of goods**
Patent Assignee: KAO CORP (KAOS)
Number of Countries: 001 Number of Patents: 001
Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
JP 2003030407	A	20030131	JP 2001219758	A	20010719	200325	B

Priority Applications (No Type Date): JP 2001219758 A 20010719
Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
JP 2003030407	A		9	G06F-017/60	

  Marketing plan production apparatus for sales management, calculates
  sales profit **corresponding to selected goods based on goods file,
  calender file and recording file including quantity...**

Abstract (Basic):

...   the goods that to be purchased from which the goods is selected.
An arithmetic unit **calculates** the sales **profit** corresponding to the
selected goods based on the goods file including data about goods,
calender...

...   For sales management in large-scale retail shop and wholesale
shop, **using computer** system...

10/3,K/17   (Item 17 from file: 350)
DIALOG(R)File 350:Derwent WPIX
(c) 2004 Thomson Derwent. All rts. reserv.

015112931   **Image available**
WPI Acc No: 2003-173450/200317
  Method for raising and operating netizen fund by public subscription
Patent Assignee: NEXTAR COMMUNICATION INC (NEXT-N)
Inventor: CHOI J S; HWANG S J; OH G N
Number of Countries: 001 Number of Patents: 001
Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
KR 2002081841	A	20021030	KR 200121269	A	20010420	200317	B

Priority Applications (No Type Date): KR 200121269 A 20010420
Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes

KR 2002081841 A   1 G06F-019/00

Abstract (Basic):
...   a stability of a new brand, and enable the netizen to have a
     priority in **using** a **service** offered by the company or to have an
     investment profit.
...   bond from a company owning a new brand before the company
     publicizing the new brand, **determining** a **profit** related to the bond
     with the company according to a target market share and a...

                          (

10/3,K/18   (Item 18 from file: 350)
DIALOG(R)File 350:Derwent WPIX
(c) 2004 Thomson Derwent. All rts. reserv.

014891878   **Image available**
WPI Acc No: 2002-712584/200277
XRPX Acc No: N02-562113
  **Computer-implemented financial analysis method for medical procedure in
  hospital, involves** determining **loss or** profit **based on costs and
  payments associated with medical procedure**
Patent Assignee: ATALLAH W (ATAL-I)
Inventor: ATALLAH W
Number of Countries: 001 Number of Patents: 001
Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
US 20020120468	A1	20020829	US 2000253334	A	20001127	200277	B
			US 2001999333	A	20011130		

Priority Applications (No Type Date): US 2000253334 P 20001127; US
  2001999333 A 20011130
Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
US 20020120468	A1		5	G06F-017/60	Provisional application US 2000253334

  **Computer-implemented financial analysis method for medical procedure in
  hospital, involves** determining **loss or** profit **based on costs and
  payments associated with medical procedure**

Abstract (Basic):
...   and all insurance payments associated with the procedure are
     entered into a computer system. The **profit** or loss is **determined**
     using the **computer** system, based on entered cost and payments
     associated with the medical procedure.
...   The financial analysis for medical procedure is performed easily
     using the **computer** system in real-time. By **determining** the loss
     or **profit** , if a loss is identified, the results can be provided to
     insurers to persuade the...

10/3,K/19   (Item 19 from file: 350)
DIALOG(R)File 350:Derwent WPIX
(c) 2004 Thomson Derwent. All rts. reserv.

014831009   **Image available**
WPI Acc No: 2002-651715/200270
XRPX Acc No: N02-516307
  Real-estate appraisal method involves calculating **maximum value of**
  profit **price of land obtained based on house and land rents, monopoly
  rate of land**

Patent Assignee: SUZUKI S (SUZU-I)
Number of Countries: 001   Number of Patents: 001
Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
JP 2002236777	A	20020823	JP 2001353498	A	20011119	200270	B

Priority Applications (No Type Date): JP 2000373746 A 20001208
Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
JP 2002236777	A		13	G06F-017/60	

Real-estate appraisal method involves calculating **maximum value of
profit price of land obtained based on house and land rents, monopoly
rate of land**
Abstract (Basic):
...   r), rate of monopoly (q) and quantitative building number (N) of
a land are read. **Profit** price (PN) of land is **calculated** based on
$PN=(SN+bN)12Ndivider-(HN-TSN)Ndivideq$, where bN and SN are house...
...   The figure shows the flowchart illustrating a process for
calculating the **profit price** of the land. (Drawing includes
non-English language text...

 10/3,K/20   (Item 20 from file: 350)
DIALOG(R)File 350:Derwent WPIX
(c) 2004 Thomson Derwent. All rts. reserv.

014807258   **Image available**
WPI Acc No: 2002-627964/200267
XRPX Acc No: N02-496538
  **Cyber trading service device for providing trading services according to
  requests by client PCs has main controller and quantity list calculator**
Patent Assignee: YANG Y C (YANG-I); YANG Y (YANG-I)
Inventor: YANG Y C; YANG Y
Number of Countries: 100   Number of Patents: 002
Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
WO 200271297	A1	20020912	WO 2002KR406	A	20020308	200267	B
KR 2002072189	A	20020914	KR 20023317	A	20020121	200311	

Priority Applications (No Type Date): KR 20023317 A 20020121; KR 200112117
  A 20010308; KR 200153959 A 20010903
Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
WO 200271297	A1	E	81	G06F-017/60	

    Designated States (National): AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA
    CH CN CO CR CU CZ DE DK DM DZ EC EE ES FI GB GD GE GH GM HR HU ID IL IN
    IS JP KE KG KP KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ OM
    PH PL PT RO RU SD SE SG SI SK SL TJ TM TN TR TT TZ UA UG US UZ VN YU ZA
    ZM ZW
    Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR
    IE IT KE LS LU MC MW MZ NL OA PT SD SE SL SZ TR TZ UG ZM ZW

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
KR 2002072189	A			G06F-017/60	

Abstract (Basic):
...   The device includes a main controller for **calculating** a buy
  price list when a buy price calculation request is received from a
  corresponding client PC, and...

...A quantity list calculator divides an amount of previously deposited

money by percent to **calculate** the buy **price** list when the amount of previously deposited money is received through the main controller. The ...

... Performs all processes associated with stock **analysis** , buy ordering and **profit** and loss **analysis** through one or two clicks of mouse in one to three seconds...

10/3,K/21   (Item 21 from file: 350)
DIALOG(R)File 350:Derwent WPIX
(c) 2004 Thomson Derwent. All rts. reserv.

014658505   **Image available**
WPI Acc No: 2002-479209/200251
XRPX Acc No: N02-378447
  Computer-implemented margin income determination system for product sales management, determines and displays margin income across selling period automatically, based on product and margin control data
Patent Assignee: DEKKERS J L (DEKK-I); DOOLIN A P (DOOL-I); WELLS I R (WELL-I)
Inventor: DEKKERS J L; DOOLIN A P; WELLS I R
Number of Countries: 001 Number of Patents: 001
Patent Family:
Patent No   Kind   Date   Applicat No   Kind   Date   Week
US 20020059058 A1   20020516 US 94299698   A   19940901 200251 B
                                US 97885087   A   19970630

Priority Applications (No Type Date): US 94299698 A 19940901; US 97885087 A 19970630
Patent Details:
Patent No Kind Lan Pg   Main IPC   Filing Notes
US 20020059058 A1   56 G06F-017/60   Cont of application US 94299698
Abstract (Basic):
...   For product sales management for **determining** margins and **profits** of products sold during a specific period...

...The system accurately calculates desired margins and thus allows seller to expand his **pricing** by providing incentive discounts for customers without losing profit margin. Forecasts income generated over a...

10/3,K/22   (Item 22 from file: 350)
DIALOG(R)File 350:Derwent WPIX
(c) 2004 Thomson Derwent. All rts. reserv.

014601400   **Image available**
WPI Acc No: 2002-422104/200245
XRPX Acc No: N02-332220
  Cost price calculation assistance device for cost management in factory, calculates reduction cost price based on profit -and-loss situation and reference cost of individual purchase product
Patent Assignee: SEKISUI CHEM IND CO LTD (SEKI)
Number of Countries: 001 Number of Patents: 001
Patent Family:
Patent No   Kind   Date   Applicat No   Kind   Date   Week
JP 2002092304 A   20020329 JP 2000280204   A   20000914 200245 B

Priority Applications (No Type Date): JP 2000280204 A 20000914
Patent Details:
Patent No Kind Lan Pg   Main IPC   Filing Notes

JP 2002092304 A   11 G06F-017/60

Cost price calculation assistance device for cost management in factory,
calculates **reduction cost** price **based on** profit **-and-loss situation**
and reference cost of individual purchase product
Abstract (Basic):
...   cost performance and selling performance. The reduction in cost
    price of an individual product is **calculated** based on the **profit**
    -and-loss situation and reference cost of an individual purchase
    product.
...   For **calculating** cost **price** of stocked articles in factory...

10/3,K/23   (Item 23 from file: 350)
DIALOG(R)File 350:Derwent WPIX
(c) 2004 Thomson Derwent. All rts. reserv.

014585173
WPI Acc No: 2002-405877/200244
XRAM Acc No: C02-114045
  Multi-purpose enzyme analyzer for evaluating most economic use of feed
  enzymes and cereals in poultry diets, comprises revenue, production cost
  and profit functions, and application for evaluation, optimization and
  pricing
Patent Assignee: MARQUARDT R R (MARQ-I)
Inventor: MARQUARDT R R; ZHANG Z
Number of Countries: 001 Number of Patents: 001
Patent Family:
Patent No   Kind   Date   Applicat No   Kind   Date   Week
CA 2320687   A1   20020321 CA 2320687   A   20000921   200244 B

Priority Applications (No Type Date): CA 2320687 A 20000921
Patent Details:
Patent No Kind Lan Pg   Main IPC   Filing Notes
CA 2320687   A1 E 81 A23K-001/165

  ... **poultry diets, comprises revenue, production cost and profit**
    functions, and application for evaluation, optimization and pricing

Abstract (Basic):
...   amount of a feed enzyme and a cereal used in a diet to obtain
    maximal **profit** . Further, it **determines** the alternate **price** that
    should be paid for a given enzyme preparation and a cereal...

10/3,K/24   (Item 24 from file: 350)
DIALOG(R)File 350:Derwent WPIX
(c) 2004 Thomson Derwent. All rts. reserv.

014504373   **Image available**
WPI Acc No: 2002-325076/200236
XRPX Acc No: N02-255382
  Internet based optimum selling price determination **system** calculates
  approximate price **value of goods, by correlating price of each bidding**
  person, using specific condition, based on which profit **is** estimated
Patent Assignee: DYNADICT SYSTEMA KK (DYNA-N)
Number of Countries: 001 Number of Patents: 001
Patent Family:
Patent No   Kind   Date   Applicat No   Kind   Date   Week
JP 2002074071 A   20020312 JP 2000255507 A   20000825   200236 B

Priority Applications (No Type Date): JP 2000255507 A 20000825
Patent Details:
Patent No Kind Lan Pg   Main IPC   Filing Notes
JP 2002074071 A   14 G06F-017/60

  Internet based optimum selling price determination **system** calculates
  approximate price **value of goods, by correlating price of each bidding
  person, using specific condition, based on which** profit is estimated
Abstract (Basic):
...   A calculation unit (27B) **calculates** the approximate **price**
  value of goods, by correlating the price of each bidding person using a
  specific condition. An **estimation** unit (27C) **estimates** the **profit**
  with respect to selling price, based on the approximation value. A
  determination unit (27D) **determines** the selling **price** by comparing
  the **estimated profit** with the predetermined selling price.
...   For determining optimum selling **price** of goods, by
  auctioning through internet...

  10/3,K/25   (Item 25 from file: 350)
DIALOG(R)File 350:Derwent WPIX
(c) 2004 Thomson Derwent. All rts. reserv.

014391781   **Image available**
WPI Acc No: 2002-212484/200227
XRPX Acc No: N02-162448
  **Actual price estimation system for real estate dealings, determines
  specific correction factor based on cost and** profit **of article**
  calculated **using predetermined processes**
Patent Assignee: NIPPON FUDOSAN DATA BANK KK (NIFU-N)
Number of Countries: 001 Number of Patents: 001
Patent Family:
Patent No   Kind Date   Applicat No   Kind   Date   Week
JP 2002041873 A   20020208 JP 2000224106 A   20000725 200227 B

Priority Applications (No Type Date): JP 2000224106 A 20000725
Patent Details:
Patent No Kind Lan Pg   Main IPC   Filing Notes
JP 2002041873 A   17 G06F-017/60

... **price estimation system for real estate dealings, determines specific
  correction factor based on cost and** profit **of article** calculated
  using predetermined processes
Abstract (Basic):
...   A specific correction factor is **determined** , based on the cost
  and **profit** of an article **calculated** using predetermined processes.
  The actual price of the article is calculated, based on the determined
  ...
...   **Calculates** actual **price** of articles accurately and quickly

  10/3,K/26   (Item 26 from file: 350)
DIALOG(R)File 350:Derwent WPIX
(c) 2004 Thomson Derwent. All rts. reserv.

014306304   **Image available**
WPI Acc No: 2002-127007/200217
Related WPI Acc No: 2003-760306
XRPX Acc No: N02-095451

Medical affairs accounting system performs accounts settlement based on money and unit data stored in respective files of memory
Patent Assignee: KANEDA IRYO JOHO KENKYUSHO KK (KANE-N)
Number of Countries: 001 Number of Patents: 002
Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
JP 2001325354	A	20011122	JP 2000142171	A	20000515	200217	B
JP 3414697	B2	20030609	JP 2000142171	A	.20000515	200345	

Priority Applications (No Type Date): JP 2000142171 A 20000515
Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
JP 2001325354	A		19	G06F-017/60	
JP 3414697	B2		20	G06F-017/60	Previous Publ. patent JP 2001325354

Abstract (Basic):
...   For medical and financial affairs accounting **using   computer** .

        . . .

...Since the management accounts are efficiently **calculated** , **profit** and
    loss **analysis** is effectively performed

 10/3,K/27   (Item 27 from file: 350)
DIALOG(R)File 350:Derwent WPIX
(c) 2004 Thomson Derwent. All rts. reserv.

014289475   **Image available**
WPI Acc No: 2002-110176/200215
XRPX Acc No: N02-082168
 Economical value evaluation information production method for enterprise
  using   computer , **involves executing capital efficiency evaluation value**
  of enterprise, along with net operating property
Patent Assignee: MATSUSHITA ELECTRIC WORKS LTD (MATW)
Number of Countries: 001 Number of Patents: 001
Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
JP 2001312585	A	20011109	JP 2000129551	A	20000428	200215	B

Priority Applications (No Type Date): JP 2000129551 A 20000428
Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
JP 2001312585	A		9	G06F-017/60	

 Economical value evaluation information production method for enterprise
  using   computer , **involves executing capital efficiency evaluation value**
  of enterprise, along with net operating property
Abstract (Basic):
...   For producing economical value evaluation information of an
    enterprise **using   computer** .
        . . .

...The economical value evaluation information is easily **calculated** , and
    the **profit** exceeding the capital cost is advanced, so that the
    enterprise value is increased, thus the

 10/3,K/28   (Item 28 from file: 350)
DIALOG(R)File 350:Derwent WPIX

014241886   **Image available**
WPI Acc No: 2002-062586/200208
XRPX Acc No: N02-046455
   Dynamic pricing **system for producing an optimized price recommendation
   to maximize profits based on forecast sales and price sensitivity derived
   from prior transaction statistics**
Patent Assignee: MANUGISTIC ATLANTA INC (MANU-N); MANUGISTICS ATLANTA INC
   (MANU-N); ALBERTI S (ALBE-I); ANDERSSON J K (ANDE-I); COHEN J S (COHE-I);
   COOKE R M (COOK-I); FLINT R A (FLIN-I); GORDON M S (GORD-I); GROSSMAN T
   (GROS-I); OZLUK O (OZLU-I); PHILLIPS R L (PHIL-I); RANGARAJAN K P
   (RANG-I)
Inventor: ALBERTI S; ANDERSSON J; COHEN J; COOKE R M; FLINT R; GORDON M;
   GROSSMAN T; OZLUK O; PHILLIPS R; RANGARAJAN K; ANDERSSON J K; COHEN J S;
   FLINT R A; GORDON M S; PHILLIPS R L; RANGARAJAN K P
Number of Countries: 098 Number of Patents: 005
Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
WO 200191001	A2	20011129	WO 2001US16116	A	20010518	200208	B
AU 200161754	A	20011203	AU 200161754	A	20010518	200221	
US 20020116348	A1	20020822	US 2000205714	P	20000519	200258	
			US 2001859674	A	20010518		
EP 1285383	A1	20030226	EP 2001935683	A	20010518	200319	
			WO 2001US16116	A	20010518		
TW 542982	A	20030721	TW 2001112097	A	20010521	200406	

Priority Applications (No Type Date): US 2000205714 P 20000519; US
   2001859674 A 20010518
Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
WO 200191001	A2	E	39	G06F-017/60	

   Designated States (National): AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA
   CH CN CO CR CU CZ DE DK DM DZ EC EE ES FI GB GD GE GH GM HR HU ID IL IN
   IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ
   PL PT RO RU SD SE SG SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW
   Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR
   IE IT KE LS LU MC MW MZ NL OA PT SD SE SL SZ TR TZ UG ZW

AU 200161754	A			G06F-017/60	Based on patent WO 200191001
US 20020116348	A1			G06F-017/00	Provisional application US 2000205714
EP 1285383	A1	E		G06F-017/60	Based on patent WO 200191001

   Designated States (Regional): AL AT BE CH CY DE DK ES FI FR GB GR IE IT
   LI LT LU LV MC MK NL PT RO SE SI TR

TW 542982	A			G06F-017/60	

   Dynamic pricing **system for producing an optimized price recommendation
   to maximize profits based on forecast sales and...**

Abstract (Basic):
...   A dynamic **pricing** system (100) is electrically connected to an
   input device (10) and to output devices (20...

...are forecast for different prices by adjusting future volume forecasts
   and an optimal price is **determined** to maximize **profits** , using the
   future sales volume forecast and costs for the product.
...   INDEPENDENT CLAIMS are included for a method of dynamically
   pricing an object, for a dynamic **pricing** network and for a program
   storage device with computer instructions...

... **Calculating** **price** based on forecast sales and price sensitivity

10/3,K/29 **(Item 29 from file: 350)**
DIALOG(R)File 350:Derwent WPIX
(c) 2004 Thomson Derwent. All rts. reserv.

014226888   **Image available**
WPI Acc No: 2002-047586/200206
  Method for simulating profit rate in accordance with charge structure of
  packet network and frame relay network
Patent Assignee: KOREA TELECOM (KOTE-N)
Inventor: JUNG J M; KIM H S; PARK I Y
Number of Countries: 001 Number of Patents: 001
Patent Family:
Patent No   Kind   Date   Applicat No   Kind   Date   Week
KR 2001056753 A   20010704 KR 9958347   A   19991216 200206 B

Priority Applications (No Type Date): KR 9958347 A 19991216
Patent Details:
Patent No Kind Lan Pg   Main IPC   Filing Notes
KR 2001056753 A   1 G06F-019/00

Abstract (Basic):
...   A method for simulating a **profit** rate is provided to **analyze**
    a **profit** rate in accordance with an investment of a packet network, a
    frame relay network businessman...
...   In **calculating** of a **charge** structure **profit** rate with
    respect to a packet network and a frame relay network, the charge
    structure...

...classification of a measured rate system, the classification is
    classified as an input data for **calculating** a **profit** of a measured
    rate system commodity, a charging kind is detected. A simulation result
    report...

...input date of a fixed sum system, the classification is classified as
    input data for **calculating** a **profit** of a fixed sum system
    commodity. A calculating is performed by applying a rate in...

10/3,K/30 **(Item 30 from file: 350)**
DIALOG(R)File 350:Derwent WPIX
(c) 2004 Thomson Derwent. All rts. reserv.

014070266   **Image available**
WPI Acc No: 2001-554479/200162
XRPX Acc No: N01-412456
  Goods selling system calculates profit **from cost** price **of selected**
  goods and selling price of selected goods, and stores profit information
  in shop management unit
Patent Assignee: WIN THESE WORLD JAPAN KK (WINT-N)
Number of Countries: 001 Number of Patents: 001
Patent Family:
Patent No   Kind   Date   Applicat No   Kind   Date   Week
JP 2001236389 A   20010831 JP 200043962   A   20000222 200162 B

Priority Applications (No Type Date): JP 200043962 A 20000222
Patent Details:
Patent No Kind Lan Pg   Main IPC   Filing Notes
JP 2001236389 A   6 G06F-017/60

Goods selling system calculates profit **from cost** price **of selected goods and selling price of selected goods, and stores profit information in shop...**

Abstract (Basic):
... and address of purchaser, number of selected goods and provides goods dispatch indication to shop. **Profit** is **computed** from cost price of goods stored in merchandise management unit (24) and selling price of...

10/3,K/31   (Item 31 from file: 350)
DIALOG(R)File 350:Derwent WPIX

013991861   **Image available**
WPI Acc No: 2001-476076/200151
XRPX Acc No: N01-352375
  Method of managing sales by obtaining purchase commitments and aggregating sales over period and geographic area
Patent Assignee: EGG FACTORY LLC (EGGF-N)
Inventor: BLUM B J; BLUM R D; LEGGETT T; LEWIS S B; MALKANI S H
Number of Countries: 092 Number of Patents: 002
Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
WO 200152164	A1	20010719	WO 2001US427	A	20010108	200151	B
AU 200126329	A	20010724	AU 200126329	A	20010108	200166	

Priority Applications (No Type Date): US 2000693849 A 20001023; US
  2000478815 A 20000107; US 2000510308 A 20000222; US 2000191115 P 20000322
  ; US 2000560805 A 20000428; US 2000569025 A 20000511; US 2000589176 A
  20000608; US 2000215767 P 20000630; US 2000693832 A 20001023; US
  2000693843 A 20001023
Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
WO 200152164	A1	E	85	G06F-017/60	

    Designated States (National): AE AG AL AM AT AU AZ BA BB BG BR BY CA CH
    CN CR CU CZ DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE
    KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO
    RU SD SE SG SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW
    Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR
    IE IT KE LS LU MC MW MZ NL OA PT SD SE SL SZ TR TZ UG ZW

| AU 200126329 | A | | | G06F-017/60 | Based on patent WO 200152164 |

Abstract (Basic):
... Method consists in obtaining purchase commitments for each item, **determining** the selling **price** and advertising the item to the public at the selling price. The items are related...
... sampling demand, (7) an apparatus for sampling demand, (8) marketing information, (9) a method for **pricing** an item, (10) a method of establishing a selling price, (11) a method of doing business, (12) a method of estimating sales volumes, (13) a method of **estimating profits** , (14) a method of sampling demand, (15) a system for **estimating profits** , (16) a method of managing sales, (17) a system for managing sales...

10/3,K/32   (Item 32 from file: 350)
DIALOG(R)File 350:Derwent WPIX

013906069   **Image available**
WPI Acc No: 2001-390282/200141
XRPX Acc No: N01-287171
   **Article selling using communication network in which buyer's price for
   article and seller's** profit **are** determined **considering number of
   purchasing articles by** determining **first** price **according to number of
   advance ordered articles**
Patent Assignee: INTERNET AUCTION CO LTD (INTE-N); AUCTION CO LTD (AUCT-N)
Inventor: KANG E M; OH H; SONG W H; KANG U M; KANG E; SONG W
Number of Countries: 094 Number of Patents: 004
Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
WO 200145001	A1	20010621	WO 2000KR1452	A	20001213	200141	B
AU 200120289	A	20010625	AU 200120289	A	20001213	200162	
KR 2001056682	A	20010704	KR 9958254	A	19991216	200206	
KR 385016	B	20030522	KR 9958254	A	19991216	200360	

Priority Applications (No Type Date): KR 9958254 A 19991216
Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
WO 200145001	A1	E	21	G06F-017/60	

   Designated States (National): AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA
   CH CN CR CU CZ DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP
   KE KG KP KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO
   RU SD SE SG SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW
   Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR
   IE IT KE LS LU MC MW MZ NL OA PT SD SE SL SZ TR TZ UG ZW

AU 200120289	A			G06F-017/60	Based on patent WO 200145001
KR 2001056682	A			G06F-017/60	
KR 385016	B			G06F-017/60	Previous Publ. patent KR 2001056682

   **Article selling using communication network in which buyer's price for
   article and seller's** profit **are** determined **considering number of
   purchasing articles by** determining **first** price **according to number of
   advance ordered articles**

Abstract (Basic):
...   User makes an advance order for an article, which after closing,
   determines a first **price** according to the number of advance ordered
   articles. A second price is determined according to...
...   Buyer's price for an article and seller's **profit** are
   determined considering the number of purchasing articles for
   appropriately dividing profits between sellers and bidders...

   10/3,K/33   (Item 33 from file: 350)
DIALOG(R)File 350:Derwent WPIX

013844035   **Image available**
WPI Acc No: 2001-328248/200134
XRPX Acc No: N01-236188
   **Computer program product used in mortgage company, stores program codes
   to compute reduction in interest rate of ARC mortgage and reset mortgage
   rate calculation period, based on ARC mortgage rate and market rate**
Patent Assignee: KELLY J (KELL-I); KELLY K (KELL-I)
Inventor: KELLY J; KELLY K
Number of Countries: 094 Number of Patents: 004

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
WO 200124095	A1	20010405	WO 2000US27074	A	20001002	200134	B
AU 200077453	A	20010430	AU 200077453	A	20001002	200142	
US 20010056397	A1	20011227	US 99453231	A	19991203	200206	
US 20020046158	A1	20020418	US 99156713	P	19990930	200228	
			US 99162154	P	19991029		
			US 99453231	A	19991203		
			US 2001683423	A	20011227		

Priority Applications (No Type Date): US 99453231 A 19991203; US 99156713 P
   19990930; US 99162154 P 19991029; US 2001683423 A 20011227
Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
WO 200124095	A1	E	25	G06F-017/60	

   Designated States (National): AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA
   CH CN CR CU CZ DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP
   KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT
   RO RU SD SE SG SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW
   Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR
   IE IT KE LS LU MC MW MZ NL OA PT SD SE SL SZ TZ UG ZW

AU 200077453	A			G06F-017/60	Based on patent WO 200124095
US 20010056397	A1			G06F-017/60	
US 20020046158	A1			G06F-017/60	Provisional application US 99156713

                                          Provisional application US 99162154
                                          Cont of application US 99453231

Abstract (Basic):
...   codes are stored to compute prevailing interest rate using sum
   of published index rate and **profit** margin and **determine** interest
   rate of automatic rate cut (ARC) mortgage. Program code is stored to
   compute reduction...
...   Interest rate is calculated automatically by the computer **using**
   computer implemented method and informed to the customers online,
   thereby making all customers aware of prevailing...

10/3,K/34   (Item 34 from file: 350)
DIALOG(R)File 350:Derwent WPIX
(c) 2004 Thomson Derwent. All rts. reserv.

013297783   **Image available**
WPI Acc No: 2000-469718/200041
XRPX Acc No: N00-350963
   Accounting apparatus evaluates profit and loss of each property by
   calculating **difference between current** price **set by user and value for**
   every property item
Patent Assignee: MITSUBISHI ELECTRIC CORP (MITQ)
Number of Countries: 001 Number of Patents: 001
Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
JP 2000172763	A	20000623	JP 98349628	A	19981209	200041	B

Priority Applications (No Type Date): JP 98349628 A 19981209
Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
JP 2000172763	A		27	G06F-019/00	

   Accounting apparatus evaluates profit and loss of each property by

calculating **difference between current** price **set by user and value for every property item**
Abstract (Basic):
... extracted. An input unit (11) inputs user setting current price for every property item. A **profit** and loss **calculator** (14) **calculates** the difference between user setting current price and value for each property item for evaluation...

10/3,K/35 **(Item 35 from file: 350)**
DIALOG(R)File 350:Derwent WPIX
(c) 2004 Thomson Derwent. All rts. reserv.

013251634 **Image available**
WPI Acc No: 2000-423517/200036
XRPX Acc No: N00-315974
Products sale information processing method for use during conditional purchase of airline tickets, automobiles, involves processing conditional purchase offer of product by returning portion of profit as discount
Patent Assignee: PRICELINE.COM INC (PRIC-N)
Inventor: CASE T S; TEDESCO D E; WALKER J S
Number of Countries: 088 Number of Patents: 002
Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
WO 200034841	A2	20000615	WO 99US28648	A	19991203	200036	B
AU 200019325	A	20000626	AU 200019325	A	19991203	200045	

Priority Applications (No Type Date): US 98205666 A 19981204
Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
WO 200034841	A2	E	35	G06F-000/00	

   Designated States (National): AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE DK DM EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW
   Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR IE IT KE LS LU MC MW NL OA PT SD SE SL SZ TZ UG ZW
AU 200019325 A   G06F-000/00   Based on patent WO 200034841

Abstract (Basic):
... defined condition and an offer price, is received from a buyer (110). A total transaction **profit** and buyer discount are **computed**, based on the difference between offer price and **calculated** selling price . The CPO is processed to effect purchase of product, by returning a portion of profit...

10/3,K/36 **(Item 36 from file: 350)**
DIALOG(R)File 350:Derwent WPIX
(c) 2004 Thomson Derwent. All rts. reserv.

012218697 **Image available**
WPI Acc No: 1999-024803/199902
XRPX Acc No: N99-018975
Computer method for including psychological effects in models - involves selecting demand model and adding convertion reflecting psychological effects and visibility factors into model
Patent Assignee: KHIMETRICS INC (KHIM-N)
Inventor: CHAUBAL C V; OUIMET K J
Number of Countries: 022 Number of Patents: 004

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
WO 9853415	A1	19981126	WO 98US10521	A	19980521	199902	B
EP 983563	A1	20000308	EP 98922481	A	19980521	200017	
			WO 98US10521	A	19980521		
US 6094641	A	20000725	US 9749825	P	19970521	200038	
			US 9750917	P	19970521		
			US 9884157	A	19980521		
JP 2002513488	W	20020508	JP 98550690	A	19980521	200234	
			WO 98US10521	A	19980521		

Priority Applications (No Type Date): US 9750917 P 19970521; US 9749825 P
    19970521; US 9884157 A 19980521
Patent Details:
Patent No Kind Lan Pg   Main IPC   Filing Notes
WO 9853415   A1 E 39 G06F-017/60
    Designated States (National): CA JP
    Designated States (Regional): AT BE CH CY DE DK ES FI FR GB GR IE IT LU
    MC NL PT SE
EP 983563   A1 E   G06F-017/60   Based on patent WO 9853415
    Designated States (Regional): AT BE CH CY DE DK ES FI FR GB GR IE IT LI
    LU MC NL PT SE
US 6094641   A   G06F-017/60   Provisional application US 9749825
                                      Provisional application US 9750917
JP 2002513488 W   34 G06F-017/60   Based on patent WO 9853415

...Abstract (Basic): The computer system is used to operate demand models
    for **pricing** optimisation. The operator initially selects a
    conventional demand model from a selection presented by the...

...is fitted to a sales history as with a normal model. Parameters for the
    perceived **pricing** model can also be extracted. The resulting model
    can then be used to **determine** the optimium **price** to maximise
    profit .

10/3,K/37   (Item 37 from file: 350)
DIALOG(R)File 350:Derwent WPIX
(c) 2004 Thomson Derwent. All rts. reserv.

011858455   **Image available**
WPI Acc No: 1998-275365/199825
XRPX Acc No: N98-216294
    **Floor heating equipment design and estimation support system for domestic
    central heating - performs evaluation of heating based on selection
    inputs of components including factor of safety and obtains** estimate **by**
    profit **and loss** analysis
Patent Assignee: SANYO ELECTRIC CO LTD (SAOL)
Number of Countries: 001 Number of Patents: 001
Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
JP 10089706	A	19980410	JP 96262287	A	19960912	199825	B

Priority Applications (No Type Date): JP 96262287 A 19960912
Patent Details:
Patent No Kind Lan Pg   Main IPC   Filing Notes
JP 10089706   A   10 F24D-003/00

... **evaluation of heating based on selection inputs of components**

including factor of safety and obtains estimate **by** profit **and loss** analysis

...Abstract (Basic): various decision components such as success or failure of heating, the suitability of setting materials, **usage** of an **equipment** , construction cost corresponding to set conditions of each component based on the combination components input...

...of an evaluation is output to a display and a printer. The decision data of **profit** and loss, the **estimated calculation** result table corresponding to the price of equipments and construction cost. The profit and loss...

10/3,K/38   (Item 38 from file: 350)
DIALOG(R)File 350:Derwent WPIX
(c) 2004 Thomson Derwent. All rts. reserv.

010901820   **Image available**
WPI Acc No: 1996-398771/199640
XRPX Acc No: N96-336052
  Accounting entry method for computer support system - has system controller which accepts correction of specific contents in document and adjusts other contents of document to agree with correction
Patent Assignee: OBIKKU BUSINESS CONSULTANT KK (OBIK-N)
Number of Countries: 001 Number of Patents: 001
Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
JP 8194761	A	19960730	JP 9524798	A	19950119	199640	B

Priority Applications (No Type Date): JP 9524798 A 19950119
Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
JP 8194761	A		6	G06F-019/00	

...Abstract (Basic): The method entails selecting one from several available documents in a computer support system **using** an input **device** . The documents pertain to the settlement of accounts and may be in the form of a **profit** and loss **calculation** , a loan contrast table, a purchase transition table, or a mfr. cost report...

10/3,K/39   (Item 39 from file: 350)
DIALOG(R)File 350:Derwent WPIX
(c) 2004 Thomson Derwent. All rts. reserv.

010706508   **Image available**
WPI Acc No: 1996-203463/199621
Related WPI Acc No: 1998-254598
XRPX Acc No: N96-170629
  Ball flipping game machine e.g. pachinko game machine, slim ball - inserts predefined random launching prohibition period to launching control device when launching is permitted based on launching operation switch signal
Patent Assignee: SOFIA KK (SOFI-N)
Number of Countries: 001 Number of Patents: 001
Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
JP 8071213	A	19960319	JP 94236095	A	19940906	199621	B

Priority Applications (No Type Date): JP 94236095 A 19940906
Patent Details:
Patent No Kind Lan Pg   Main IPC   Filing Notes
JP 8071213   A   13 A63F-007/02

...Abstract (Basic): electrical driving force, generated by driving source
   of game device. The player launches the operation **using** launching
   operating **device** (9). A launching operation switch (39) of launching
   operating device controls the permission for ball...

...ADVANTAGE - Provides improved game machine. Prevents mistake in
   calculating   profit . Launches ball reliably...

   10/3,K/40   (Item 40 from file: 350)
DIALOG(R)File 350:Derwent WPIX
(c) 2004 Thomson Derwent. All rts. reserv.

010525104   **Image available**
WPI Acc No: 1996-022057/199603
XRPX Acc No: N96-018311
   **Computer based method for determining optimal replicating portfolio for
   given target portfolio of market instruments - identifying set of
   transactions required to achieve optimal hedge by analysing portfolio
   replication according to stochastic model which uses trade-off between
   cost of hedge and quality of protection provided**
Patent Assignee: DEMBO R S (DEMB-I)
Inventor: DEMBO R S
Number of Countries: 008   Number of Patents: 003
Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
EP 686926	A2	19951213	EP 95303465	A	19950523	199603	B
EP 686926	A3	19960612	EP 95303465	A	19950523	199632	
US 5799287	A	19980825	US 94248042	A	19940524	199841	
			US 97866303	A	19970530		

Priority Applications (No Type Date): US 94248042 A 19940524; US 97866303 A
   19970530
Patent Details:
Patent No Kind Lan Pg   Main IPC   Filing Notes
EP 686926   A2 E 21 G06F-017/60
   Designated States (Regional): DE ES FR GB IT NL SE
US 5799287   A   G06F-157/00   Cont of application US 94248042
EP 686926   A3   G06F-017/60

...Abstract (Basic): between risk and expected profit for an arbitrary
   replicating portfolio is determined and used to **calculate** a maximum
   risk-adjusted **profit** .
      ...

...USE/ADVANTAGE - Deriving information required to compute risk premium
   for **pricing** portfolios in incomplete markets and generating
   replicating portfolio with optimal balance of expected profit and

   10/3,K/41   (Item 1 from file: 347)
DIALOG(R)File 347:JAPIO
(c) 2004 JPO & JAPIO. All rts. reserv.

07802386   **Image available**

METHOD AND SYSTEM FOR EVALUATING PROVIDED SERVICE

PUB. NO.:   2003-296410 [JP 2003296410 A]
PUBLISHED: October 17, 2003 (20031017)
INVENTOR(s):   TANI SHIGEYUKI
                 YASUNOBU CHIZUKO
                 YABUTANI TAKASHI
                 YAGI NORIYUKI
APPLICANT(s):   HITACHI LTD
APPL. NO.:   2002-103343 [JP 2002103343]
FILED: April 05, 2002 (20020405)

ABSTRACT

... the operation capacity, a equipment using effect calculating part 104 for calculating the effect of **using** the **equipment** based on the estimated operation capacity, a equipment using effect income converting part 106 for converting the effect of **using** the **equipment** to the income, an introduction/operation expense calculating part 107 for calculating the cost generated in the introduction and operation of the equipment, a **profit calculating** part 109 for **calculating** the **profit** generated by introducing the equipment based on the income and expense, a **profit estimation** memory part 110 for storing at least two results of **profit estimation**, and a **profit estimation** display part 111 for presenting the result of evaluation of the equipment providing service based on the stored result of **profit estimation** by displaying it on a visual display or by printing.

10/3,K/42   (Item 2 from file: 347)
DIALOG(R)File 347:JAPIO
(c) 2004 JPO & JAPIO. All rts. reserv.

07748346   **Image available**
MACHINE-READABLE MEDIUM RECORDING MEDICAL ACCOUNTING SYSTEM AND PROGRAM

PUB. NO.:   2003-242251 [JP 2003242251 A]
PUBLISHED: August 29, 2003 (20030829)
INVENTOR(s):   KAMEDA TOSHITADA
                 YAMAGUCHI HARUKI
APPLICANT(s):   KAMEDA IRYO JOHO KENKYUSHO KK
APPL. NO.:   2003-017452 [JP 200317452]
                 Division of 2000-142171 [JP 2000142171]
FILED: May 15, 2000 (20000515)

ABSTRACT

... SOLVED: To efficiently carry out managerial accounting in addition to financial accounting and carry out **profit** and loss **analysis** by breaking them down into medical fees, medical acts or the like in a medical accounting system **using** a **computer** .

SOLUTION: The medical accounting system is provided with a first file 12 storing unit data...

10/3,K/43   (Item 3 from file: 347)
DIALOG(R)File 347:JAPIO
(c) 2004 JPO & JAPIO. All rts. reserv.

07709258   **Image available**
COST MANAGEMENT SYSTEM

PUB. NO.:   2003-203149   [JP 2003203149 A]
PUBLISHED: July 18, 2003 (20030718)
INVENTOR(s):   KURAMI KOICHI
APPLICANT(s): CENTRAL BUSINESS CONSULTING KK
APPL. NO.:   2002-002456 [JP 20022456]
FILED: January 09, 2002 (20020109)

ABSTRACT
PROBLEM TO BE SOLVED: To provide a received order management system capable
of **calculating** proper bidding presentation **price** based on a new index
for **determining** bidding presentation **price** and ensuring **profit**
required for a company.

SOLUTION: A construction cost calculation part 5 calculates a variable
construction...

... expenses equivalent to personnel expenses in the calculated fixed
construction cost. A bidding presentation price **calculation** part 7
calculates target limit **profit** by multiplying fixed personnel expenses
calculated by the construction cost calculation part 5 by target net
earnings multiplying factor set in...

... adds the variable construction cost calculated by the construction cost
calculation part 5 to the **calculated** target limit profit to **calculate**
bidding presentation **price** .

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10/3,K/44   (Item 4 from file: 347)
DIALOG(R)File 347:JAPIO
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07699983   **Image available**
EVALUATION SYSTEM FOR GAS TURBINE ECONOMIC PROPERTY

PUB. NO.:   2003-193863   [JP 2003193863 A]
PUBLISHED: July 09, 2003 (20030709)
INVENTOR(s):   SUGISHITA HIDEAKI
               UECHI HIDEYUKI
               KOBAYASHI MASAHIRO
               HATA SATOSHI
               FUKUI HIROSHI
               FUKAHORI OSAMU
               KONO JUNICHI
APPLICANT(s): MITSUBISHI HEAVY IND LTD
APPL. NO.:   2001-390284 [JP 2001390284]
FILED: December 21, 2001 (20011221)

ABSTRACT
... specific power generation system based on the equipment selected from
among the group of equipment, **determines** equipment **price** 2h of the
specific power generation system by referring to the component selection
table 2b, **calculates** fuel **price** 2i from fuel unit price 13ad-5 and
operation periods 13ae-1, 13ae-3 determined in advance, **calculates**
electricity selling **charge** 2j based on electricity selling unit price
13ad-6 and the operation periods, and **calculates profit** 21 in the

operation periods 13ae-1, 13ae-3 from the electricity selling charge 2j...

10/3,K/45   (Item 5 from file: 347)
DIALOG(R)File 347:JAPIO
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07674125   **Image available**
FINANCIAL ACCOUNTING SYSTEM WITH CURRENT PRICE INFORMATION ACQUIRING
FUNCTION USING INTERNET

PUB. NO.:   2003-167987 [JP 2003167987 A]
PUBLISHED: June 13, 2003 (20030613)
INVENTOR(s):   WADA SHIGEFUMI
               NAKAYAMA SHIGERU
               KUROZU SEIICHI
               TAKAHASHI TOMOHISA
APPLICANT(s): OBIC BUSINESS CONSULTANTS LTD
APPL. NO.:   2001-367837 [JP 2001367837]
FILED: November 30, 2001 (20011130)

ABSTRACT
... statement that is one of financial accounting management data, the
difference from a current price **estimated** value as **estimated profit**
and loss to form the statement as current price information.

SOLUTION: In this system, Web...
... the valuable security and by the addresses of the name of the land to
automatically **calculate** the current **price** total sum and the estimated
difference.

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10/3,K/46   (Item 6 from file: 347)
DIALOG(R)File 347:JAPIO
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07400028   **Image available**
INFORMATION GATHERING AND ANALYZING AND ALSO GUIDING AND TEACHING DEVICE BY
ROLE PLAYING GAME SYSTEM AND INFORMATION GATHERING AND ANALYZING AND ALSO
GUIDING AND TEACHING METHOD BY ROLE PLAYING GAME SYSTEM

PUB. NO.:   2002-268530 [JP 2002268530 A]
PUBLISHED: September 20, 2002 (20020920)
INVENTOR(s):   MIZUSHIMA NORIYASU
APPLICANT(s): NETBREAK INC
APPL. NO.:   2002-125287 [JP 2002125287]
FILED: April 26, 2002 (20020426)

ABSTRACT
...or the like and guide and teach the users at the same time.

SOLUTION: By **using** user terminal **equipment** , manager terminal equipment
and a server, the user such as the employee performs learning by...

...of the user, the tendency and feature of the user in the company and an
estimated profit in the case of developing a new project, etc., and
guides and teaches the user...

10/3,K/47   (Item 7 from file: 347)
DIALOG(R)File 347:JAPIO
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07368295   **Image available**
PRODUCT SALES METHOD AND ONLINE PRODUCT SALES SYSTEM

PUB. NO.:   2002-236792   [JP 2002236792 A]
PUBLISHED: August 23, 2002 (20020823)
INVENTOR(s):   SUZUKI HIROAKI
               SAKURAI TAKASHI
               HORIUCHI TETSUO
               SUZUKI SHIGERU
APPLICANT(s): HITACHI LTD
APPL. NO.:   2001-031688   [JP 200131688]
FILED: February 08, 2001 (20010208)

ABSTRACT
...as the fixed cost of an ordered product, adds a cost for materials and a
profit fixed in advance to **determinating** a sales **price** , transmits a
sales condition including the sales price to the terminal 20 through the
Internet...

10/3,K/48   (Item 8 from file: 347)
DIALOG(R)File 347:JAPIO
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07301477   **Image available**
SYSTEM AND DEVICE OF PROCESSING DATA FOR BAD DEBT LAND TRANSACTION

PUB. NO.:   2002-169957   [JP 2002169957 A]
PUBLISHED: June 14, 2002 (20020614)
INVENTOR(s):   ISHIZAKA YUICHI
APPLICANT(s): ISHIZAKA YUICHI
APPL. NO.:   2000-403797   [JP 2000403797]
FILED: December 02, 2000 (20001202)

ABSTRACT
... and a receipt issuance in an automatic unmanned state entirely for 24
hours to allow **estimating** the **profit0** within an allowable error, it is
very effective for selling with a small securitization. Profit...

... condition data recoding means, a correction rule recording means, and a
means for outputting a **profit estimated** value **using** a **computer** , an
estimated profit value is informed in real time to an unspecified
number of bad debt land right...

10/3,K/49   (Item 9 from file: 347)
DIALOG(R)File 347:JAPIO
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07214675   **Image available**
AUTOMATIC **PRICING** METHOD, DISPLAY COMMODITY DETERMINING METHOD, AUTOMATIC
PRICING DEVICE AND AUTOMATIC **PRICING** AND DISPLAY COMMODITY DETERMINING
DEVICE

PUB. NO.:   2002-083112   [JP 2002083112 A]
PUBLISHED: March 22, 2002 (20020322)

2921-Apr-0410:01 AM

INVENTOR(s): ABE NAOKI
                JINBA TOMONARI
APPLICANT(s): NEC CORP
APPL. NO.:   2000-271760 [JP 2000271760]
FILED: September 07, 2000 (20000907)

AUTOMATIC **PRICING** METHOD, DISPLAY COMMODITY DETERMINING METHOD, AUTOMATIC **PRICING** DEVICE AND AUTOMATIC **PRICING** AND DISPLAY COMMODITY DETERMINING DEVICE

ABSTRACT
...be sold from past prices and sales trend or the like so as to maximize **profit** of a seller and **determine** commodities to be displayed in regard to the so-called web marketing performing electronic commerce...

10/3,K/50   **(Item 10 from file: 347)**
DIALOG(R)File 347:JAPIO
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07139144   **Image available**
UNIT PRICE ARITHMETIC DEVICE, COMPUTER-READABLE RECORDING MEDIUM WITH RECORDED UNIT PRICE ARITHMETIC PROGRAM, AND UNIT PRICE ARITHMETIC SYSTEM

PUB. NO.:   2002-007516 [JP 2002007516 A]
PUBLISHED: January 11, 2002 (20020111)
INVENTOR(s): SUMIYA YOSHIO
                TAKAHAGI MUTSUMI
APPLICANT(s): DAIWA HOUSE IND CO LTD
APPL. NO.:   2000-191931 [JP 2000191931]
FILED: June 26, 2000 (20000626)

ABSTRACT
... a unit price arithmetic device which can simulate the total cost for construction and the **profit** obtained by the construction by **calculating** a proper construction unit price, a computer-readable recording medium where a unit price calculation...

...recorded, and a unit price arithmetic system.

SOLUTION: This unit price arithmetic device S which **calculates** the unit **price** regarding the construction is equipped with an alterable reference price file 1 which stores data...

10/3,K/51   **(Item 11 from file: 347)**
DIALOG(R)File 347:JAPIO
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06665325   **Image available**
ELECTRONIC MONEY SYSTEM AND RECEIVING DEVICE FOR PAYMENT

PUB. NO.:   2000-251149 [JP 2000251149 A]
PUBLISHED: September 14, 2000 (20000914)
INVENTOR(s): KAWAI NARIYUKI
                ITO KOJI
APPLICANT(s): SONY CORP
APPL. NO.:   11-097963 [JP 9997963]
FILED: February 28, 1999 (19990228)

ABSTRACT

...way.

SOLUTION: This electronic money system can be used in spite of time zones when **profit** rations are different by **calculating** electronic money **use service** charge on the basis of timing information when amount data for consumed amounts is withdrawn...

10/3,K/52   **(Item 12 from file: 347)**
DIALOG(R)File 347:JAPIO
(c) 2004 JPO & JAPIO. All rts. reserv.

06527318   **Image available**
BUSINESS TALK INQUIRY CHECK AND ANSWER SYSTEM

PUB. NO.:   2000-113039 [JP 2000113039 A]
PUBLISHED: April 21, 2000 (20000421)
INVENTOR(s):   MIYAHARA HIROAKI
               MIYATA KEIICHI
               MIKISAWA AKIRA
APPLICANT(s): NKK CORP
APPL. NO.:   10-277822 [JP 98277822]
FILED: September 30, 1998 (19980930)

ABSTRACT
... 5 for calculating the date of delivery, and a price check calculating device 6 for **calculating** the **price** . Besides, the system is provided with a **profit** check **calculating** device 7 for **calculating** profitability as the internal information of the manufacturer and a superior approval device 9 for...

10/3,K/53   **(Item 13 from file: 347)**
DIALOG(R)File 347:JAPIO
(c) 2004 JPO & JAPIO. All rts. reserv.

05174084   **Image available**
INFORMATION DISPLAY DEVICE AND ITS CONTROL METHOD

PUB. NO.:   08-129584 [JP 8129584 A]
PUBLISHED: May 21, 1996 (19960521)
INVENTOR(s):   KOBAYASHI SHINYA
               TSURUSAKI YOSHIHIRO
               TAKECHI EIJI
               KURIHARA OSAMU
APPLICANT(s): KOKUSAI ELECTRIC CO LTD [000112] (A Japanese Company or Corporation), JP (Japan)
APPL. NO.:   06-288705 [JP 94288705]
FILED: October 31, 1994 (19941031)

ABSTRACT
... Once market information on the purchase brand is received, the profit amount of money or **profit** rate is **calculated** from the current **price** , the purchase price and purchase quantity stored in the storage part 13, and various costs...

10/3,K/54   **(Item 14 from file: 347)**
DIALOG(R)File 347:JAPIO
(c) 2004 JPO & JAPIO. All rts. reserv.

3121-Apr-0410:01 AM

04618446 **Image available**
SALES MANAGEMENT SYSTEM

PUB. NO.:   06-290346 [JP 6290346 A]
PUBLISHED: October 18, 1994 (19941018)
INVENTOR(s):   ARAKI MASAYUKI
                SUGANO YASUHIRO
APPLICANT(s):   CITIZEN WATCH CO LTD [000196] (A Japanese Company or
                Corporation), JP (Japan)
APPL. NO.:   05-098387 [JP 9398387]
FILED: April 02, 1993 (19930402)
JOURNAL: Section: , Section No. FFFFFF, Vol. 94, No. 10, Pg. FFFFFF,
                FF, FFFF (FFFFFFFF)

ABSTRACT
... to pay a consumption tax can omit fractions. Furthermore, a real
discount amount can be **calculated** against the commodity **price** excluding
its tax by calculating the real discount amount from the general discount
amount against the tax. Then, a **profit** can be instantaneously **calculated**
based on the relation with the purchasing cost, etc.

10/3,K/55   (Item 15 from file: 347)
DIALOG(R)File 347:JAPIO
(c) 2004 JPO & JAPIO. All rts. reserv.

04350523   **Image available**
SALES PRICE DECISION SUPPORTING DEVICE

PUB. NO.:   05-342223 [JP 5342223 A]
PUBLISHED: December 24, 1993 (19931224)
INVENTOR(s):   FUJIWARA YOSHISUE
                YOSHIDA CHINAMI
APPLICANT(s):   OMRON CORP [000294] (A Japanese Company or Corporation), JP
                (Japan)
APPL. NO.:   04-145798 [JP 92145798]
FILED: June 05, 1992 (19920605)
JOURNAL: Section: P, Section No. 1718, Vol. 18, No. 181, Pg. 165,
                March 28, 1994 (19940328)

ABSTRACT
PURPOSE: To automatically **decide** a sales **price** capable obtaining the
highest **profits** by **determining** a proper **profit** rate from a cost and
the target sales number by the membership functions and the...

... the profit rate is set to be the lowest (NL). Then, a fuzzy inference
means **determines** a proper **profit** rate from inputted cost and the target
sales number by the membership function of the cost, that of the profit
rate and the membership function/fuzzy rule of the **profit** rate.
Furthermore, a sales price **calculating** means **calculate** a sales **price**
from the obtained profit rate and the inputted cost.

10/3,K/56   (Item 16 from file: 347)
DIALOG(R)File 347:JAPIO
(c) 2004 JPO & JAPIO. All rts. reserv.

03773460   **Image available**
ROUGH **PROFIT** **CALCULATING** PROCESSOR

PUB. NO.:   04-138560 [JP 4138560 A]
PUBLISHED: May 13, 1992 (19920513)
INVENTOR(s):   .IMANISHI MAKOTO
APPLICANT(s):   FUJITSU LTD [000522] (A Japanese Company or Corporation), JP
                 (Japan)
APPL. NO.:   02-262320 [JP 90262320]
FILED: September 28, 1990 (19900928)
JOURNAL: Section: P, Section No. 1412, Vol. 16, No. 409, Pg. 106,
                 August 28, 1992 (19920828)

ROUGH **PROFIT CALCULATING** PROCESSOR

ABSTRACT
PURPOSE: To switch the cost to be used for rough **profit calculation** to
the **price** based upon a stock evaluation method or a properly **determined**
reference **price** on occasion by alternatively selecting a reference price
or a stock evaluation price set up in each commodity sort and executing the
prescribed rough **profit calculation** .

...

...CONSTITUTION: This rough **profit calculating** processor is provided
with a condi tion master 1, a balance master 2 and a rough **profit
calculating** part 3, the master 1 includes a prescribed price using
section 4 and the master...

... 5 and stock evaluation price 6 of each required commodity sort. In the
case of **calculating** a rough **profit** from sales data, the **calculating**
part 3 alternatively uses the price 5 or 6 set up correspondingly to the
commodity...

... commodity specified by the sales data of the master 2 and executes the
prescribed rough **profit calculation** . Since the **price** to be used for
the rough **profit calculation** can be properly switched to the price
based upon the stock evaluation method or the properly **determined**
reference **price** , a proper rough **profit calculating** processing
function is offered to a user.

 10/3,K/57   (Item 17 from file: 347)
DIALOG(R)File 347:JAPIO
(c) 2004 JPO & JAPIO. All rts. reserv.

03186992   **Image available**
POS SYSTEM

PUB. NO.:   02-162492 [JP 2162492 A]
PUBLISHED: June 22, 1990 (19900622)
INVENTOR(s):   HORI MASANORI
                 ISHII YUTAKA
APPLICANT(s):   SANYO ELECTRIC CO LTD [000188] (A Japanese Company or
                 Corporation), JP (Japan)
APPL. NO.:   63-317017 [JP 88317017]
FILED: December 15, 1988 (19881215)
JOURNAL: Section: P, Section No. 1103, Vol. 14, No. 419, Pg. 156,
                 September 10, 1990 (19900910)

ABSTRACT
... a cost price is inputted, the selling price corresponding to the
inputted cost price is **calculated** , based on a stored profit rate, and

storing the **calculated** selling **price** related to every merchandise in a memory device...

...CONSTITUTION: Data such as a merchandise code, the name of merchandise, the cost price, a **pricing** rate of each merchandise are inputted in advance from a keyboard 2 and registered in...

... is obtained by an automatic calculation or not, and in the case of the automatic **calculation** , the **calculated** selling **price** is displayed on the column of the daily selling price, and also, registered in the...
?

? show files;ds
File   16:Gale Group PROMT(R) 1990-2004/Apr 21
          (c) 2004 The Gale Group
File   20:Dialog Global Reporter 1997-2004/Apr 21
          (c) 2004 The Dialog Corp.
File   35:Dissertation Abs Online 1861-2004/Mar
          (c) 2004 ProQuest Info&Learning
File 101:Disclosure Database(R) 2004/Apr W3
          (c) 2004 Thomson Financial
File 148:Gale Group Trade & Industry DB 1976-2004/Apr 21
          (c)2004 The Gale Group
File 340:CLAIMS(R)/US Patent 1950-04/Apr 20
          (c) 2004 IFI/CLAIMS(R)
File 349:PCT FULLTEXT 1979-2002/UB=20040415,UT=20040408
          (c) 2004 WIPO/Univentio
File 545:Investext(R) 1982-2004/Apr 21
          (c) 2004 Thomson Financial Networks
File 610:Business Wire 1999-2004/Apr 21
          (c) 2004 Business Wire.
File 621:Gale Group New Prod.Annou.(R) 1985-2004/Apr 20
          (c) 2004 The Gale Group
File 647:CMP Computer Fulltext 1988-2004/Apr W2
          (c) 2004 CMP Media, LLC
File 649:Gale Group Newswire ASAP(TM) 2004/Apr 20
          (c) 2004 The Gale Group
File 654:US Pat.Full. 1976-2004/Apr 15
          (c) Format only 2004 The Dialog Corp.
File 774:EdgarPlus(TM)-Prospectuses 2004/Mar 09
          (c) 2004 Disclosure Inc
File 993:NewsRoom 2002
          (c) 2004 The Dialog Corporation

Set   Items   Description
S1   26   (PREDICT? OR ESTIMAT? OR FORETELL? OR PROJECTING OR GUESTI-
                 MAT?)(8N)(CUSTOMER()BENEFIT OR COST(1W)OWNERSHIP)(3S)(MODEL OR
                 MODELLING OR CAD OR CAM OR COMPUTER()AIDED)(3S)(GUARANTEE OR
                 PROFIT OR PROFIT()MARGIN)
S2   14   RD (unique items)
? t2/3,k/all

  2/3,K/1   (Item 1 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2004 The Gale Group. All rts. reserv.

09434631   Supplier Number: 82775860   (USE FORMAT 7 FOR FULLTEXT)
**CrownPeak Technology Develops Affordable Outsourced Content Management
  Systems for Leaders in Education, Non-Profit Sectors.**
Business Wire, p0129
Feb 12, 2002
Language: English   Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 1184

...   will provide a venue for gathering information and advice from
experts nationwide.
        "As a non- **profit** organization with a strong commitment to our
mission, we were seeking an enterprise-level solution...

...sites" for the 40 program areas across the country. CrownPeak has also
implemented its powerful " **model** " capability so that LISC administrators
can simply click on a "New Program Area" button and...

...continue to maintain and update the system for the organization as it grows, ensuring a **predictable** , ongoing, low total **cost** of **ownership** ."
>   For USC, A Custom Solution -- In Less Than a Month
>   For the University of Southern...

2/3,K/2   (Item 2 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2004 The Gale Group. All rts. reserv.

06267567   Supplier Number: 54368704   (USE FORMAT 7 FOR FULLTEXT)
Seven More Companies Are Up And Running With Pandesic's e-business Solution.
Business Wire, p0102
April 14, 1999
Language: English   Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 1160

...   and running with the Pandesic(TM) e-business solution. These merchants benefit from Pandesic's **predictable   cost** of **ownership** , the ability to outsource their critical e-business functions, the flexibility afforded to their front...

...and affordable," said Pete Wolcott, president of Pandesic. "Our e-business solution and unique partnership **model** provide an outsourced infrastructure with proven e-business processes to **guarantee** the shared success of both Pandesic and our merchants."
>   More Pandesic E-business Solutions At...

2/3,K/3   (Item 1 from file: 20)
DIALOG(R)File 20:Dialog Global Reporter
(c) 2004 The Dialog Corp. All rts. reserv.

24178738   (USE FORMAT 7 OR 9 FOR FULLTEXT)
Concur Technologies Results Achieve Expectations For Eighth Consecutive Quarter
PR NEWSWIRE (US)
July 31, 2002
JOURNAL CODE: WPRU   LANGUAGE: English   RECORD TYPE: FULLTEXT
WORD COUNT: 1681

   (USE FORMAT 7 OR 9 FOR FULLTEXT)

...   to be between $34.8 and $35.2 million for fiscal 2003. -- Concur expects a **profit**   per share of between $.05 and $.07 for fiscal 2003. About Concur Technologies, Inc.
>   Concur...

2/3,K/4   (Item 2 from file: 20)
DIALOG(R)File 20:Dialog Global Reporter
(c) 2004 The Dialog Corp. All rts. reserv.

02472260 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Citrix claims affordable Year 2000 answer via Thin/Client Server implementation
CANBERRA TIMES , CT ed, p13

(USE FORMAT 7 OR 9 FOR FULLTEXT)

...   he said.
     Mr Youakim said a benefit of being centrally managed was his customers could **guarantee** the availability of Word or Ex cel or any other business appli cation would always...

... your total cost of ownership (TCO) spending if you run a Thin Client/Server base **model** . The estimated cost of running a desktop is around $8000 to $12,000 a year...

... we (Citrix) can halve that cost for you, it doesn't matter what our licensing **model** is, it's still a very big benefit.
     'Our licensing model is about $400 a...

2/3,K/5   (Item 1 from file: 35)
DIALOG(R)File 35:Dissertation Abs Online
(c) 2004 ProQuest Info&Learning. All rts. reserv.

01566926 ORDER NO: AAD97-23345
OPTIMIZATION OF PRE-GATE OXIDATION CLEANING SEQUENCES   (CONTAMINANT REMOVAL)
   Author: DHANDA, SUMIT
   Degree: PH.D.
   Year: 1997
   Corporate Source/Institution: STANFORD UNIVERSITY (0212)
   Source: VOLUME 58/02-B OF DISSERTATION ABSTRACTS INTERNATIONAL.
             PAGE 864. 169 PAGES

     ...gate oxidation, be restricted to less than $\rm 10\sp{10}\ cm\sp{-2}$ to **guarantee** higher yields.
     Metals, however, are not the only sources of defects. Particulate contamination is another...

...of this work has been optimizing the processing conditions associated with the SC1 clean, to **guarantee** low metal and particle levels. The research also focuses on optimizing subsequent cleaning steps, such...

...extensive experimentation, has been used to formulate models which are in excellent agreement with theoretical **predictions** . The models can help significantly lower **cost** of **ownership** (CoO), and have been implemented as mini- **CAD** tools, to aid in transfer of technology from Stanford University to major semiconductor manufacturers.

2/3,K/6   (Item 1 from file: 101)
DIALOG(R)File 101:Disclosure Database(R)
(c) 2004 Thomson Financial. All rts. reserv.

00267447
TEREX CORP
Disclosure Co No: T302100000
Company Status: Active

Exchange: NYS

Ticker Symbol: TEX
Location of Incorporation: DE

Primary SIC Code: 3531
Other SIC Codes: 3537; 3532

Description of Business:
  THE GROUP'S PRINCIPAL ACTIVITY IS TO MANUFACTURE A BROAD RANGE OF
EQUIPMENT FOR CONSTRUCTION, INFRASTRUCTURE AND MINING INDUSTRIES. THE TEREX
AMERICAS AND TEREX EUROPE SEGMENTS MANUFACTURE AND SELL VARIOUS LIGHT
CONSTRUCTION EQUIPMENT INCLUDING MOBILE AND PORTABLE FLOODLIGHTING SYSTEMS,
CONCRETE POWER TROWELS, CONCRETE PLACEMENT SYSTEMS, CONCRETE FINISHING
SYSTEMS, CONCRETE MIXERS, POWER BUGGIES, GENERATORS, TRAFFIC CONTROL
PRODUCTS AND RELATED COMPONENTS. THE TEREX MINING SEGMENT MANUFACTURES AND
SELLS LARGE HYDRAULIC EXCAVATORS AND HIGH CAPACITY SURFACE MINING TRUCKS
AND RELATED COMPONENTS. ITS PRODUCTS ARE MANUFACTURED AT 49 PLANTS IN
UNITED STATES, EUROPE, AUSTRALIA AND ASIA. ON 14-FEB-2003, THE GROUP
ACQUIRED COMMERCIAL BODY CORPORATION AND ON 03-SEP-2003 IT ACQUIRED TATRA.

Footnotes:
...e) The **customer** has signed off on the acceptance, the time...

...... 2,407.2...

...Property, plant and equipment....................... **49** .6

  2/3,K/7   **(Item 1 from file: 340)**
DIALOG(R)File 340:CLAIMS(R)/US Patent
(c) 2004 IFI/CLAIMS(R). All rts. reserv.

10218020   2002-0161727
**E/METHODS AND SYSTEMS FOR ELECTRONICS ASSEMBLY SYSTEMS PRICING AND CUSTOMER
    BENEFIT SHARING**
Inventors: Duck Anthony Peter (US); Gray Robert (US); Mair Thomas (DE);
    Nguyen Tuan (US); Rawles Ian (US)
Assignee: Unassigned Or Assigned To Individual
Assignee Code: 68000

| | Publication | | Application | |
Kind	Number	Date	Number	Date
A1	US 20020161727	20021031	US 2001873023	20010601
Priority Applic:			US 2001873023	20010601
Provisional Applic:			US 60-208664	20000601
			US 60-280679	20010330

Exemplary Claim: ...for pricing an electronics assembly system solution for
    a customer comprising the steps of: a. **predicting** , with the aid of a
    computer **model** , a **customer** **benefit** to be realized through the use
    of the electronics assembly system solution; b. generating a **customer
    benefit guarantee** based on the predicted **customer** **benefit** ; and c.
    communicating a message relating to the **customer** **benefit** **guarantee**
    associated with the **predicted** **customer** **benefit** .
Non-exemplary Claims: ...4. The method according to claim 1, wherein the
    step of **predicting** a **customer** **benefit** with the aid of a computer
    model comprises the steps of: entering data into an input interface;
    transferring data from the input...

2/3,K/8   (Item 1 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
(c) 2004 WIPO/Univentio. All rts. reserv.

00859477   **Image available**
ELECTRONICS ASSEMBLY SYSTEMS CUSTOMER BENEFIT MODELING TOOLS AND METHODS
OUTILS ET PROCEDES DE MODELISATION PERSONNALISEE POUR SYSTEMES D'ASSEMBLAGE
    DE COMPOSANTS ELECTRONIQUE
Patent Applicant/Assignee:
  SIEMENS DEMATIC ELECTRONICS ASSEMBLY SYSTEMS INC, 2875 Northwoods
     Parkway, Norcross, GA 30071-1535, US, US (Residence), US (Nationality)
Inventor(s):
  NGUYEN Tuan, 730 Henley Court, Duluth, GA 20097, US,
  DUCK Anthony Peter, 5326 Tortuga Trail, Austin, TX 78731, US,
  RAWLES Ian, 495 Persimmon Lane, Roswell, GA 30076, US,
  MAIR Thomas, Linden Allee 27, 82061 Nueried, DE,
  GRAY Robert, 5730 Lake Windsor Pky, Buford, GA 30518, US,
Legal Representative:
  NUZZI Frank J (et al) (agent), Siemens Corporation - Intellectual
     Property Dept., 186 Wood Ave. South, Iselin, NJ 08830, US,
Patent and Priority Information (Country, Number, Date):
  Patent: WO 200193117 A2-A3 20011206 (WO 0193117)
  Application: WO 2001US17926 20010601 (PCT/WO US0117926)
  Priority Application: US 2000208664 20000601; US 2001280679 20010330
Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ
  DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ
  LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG
  SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW
  (EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR
  (OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG
  (AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW
  (EA) AM AZ BY KG KZ MD RU TJ TM
Publication Language: English
Filing Language: English
Fulltext Word Count: 22118

Fulltext Availability:
  Claims

Claim
... equipment or its operating parameters or both, for
  accomplishing the customer requirements;
  C. establishing a **model** of an assembly system comprising the
  selected configuration;
  d. running the **model** to generate at least one performance
  measure;
  e. comparing the at least one performance measure...
...the configuration to the customer,
  wherein the offer is developed, with the benefit of the **model** , during
  the sales session.

  34 A method for optimizing the performance of an electronics
  assembly system during a customer session, comprising the steps of:
  a. establishing, during the session, a **model** of an assembly system
  having a plurality of possible configurations;
  b. selecting a measure of...

  ...subset of the plurality
  of configurations and selection of a preferred configuration;
  e. running the **model** to predict the measure of performance for the

system, for each of the subset of...

...for
  a customer comprising the steps of:
  a. predicting, with the aid of a computer **model** , a customer
  benefit to be realized through the use of the electronics assembly system
  solution;
  b. generating a **customer** **benefit** **guarantee** based on the
  predicted **customer** **benefit** ; and
  c. communicating a message relating to the **customer** **benefit**
   guarantee associated with the **predicted** **customer** **benefit** .
  130
  . The method according to claim 35, in which the customer
  benefit **guarantee** comprises a particular cost of ownership of the
  electronics assembly system.

  37 The method according to claim 35, wherein the prediction is
  performed using a computer **model** that represents the electronics
  assembly system at a material flow leve(inverted exclamation mark) of...

  2/3,K/9   (Item 1 from file: 545)
  DIALOG(R)File 545:Investext(R)
  (c) 2004 Thomson Financial Networks . All rts. reserv.

  11366093
  ICT GROUP
  TUCKER ANTHONY CAPITAL MARKETS
  LARSON, J.P.
  WISCONSIN (STATE OF)

  DATE: December 4, 00
  INVESTEXT(tm) REPORT NUMBER: 2009542, PAGE 7 OF 13,   TEXT PAGE
  This is a(n) COMPANY report.

  TEXT:

  ...to pursue cross-sell and up-sell opportunities, transforming the
  traditional call center into a **profit** center. CRM, in many respects, is
  the natural evolution of customer service. The significant difference...

  ...increased revenues profitably. CRM drivers
  include:

  CRM is transforming call-centers from cost center to **profit** centers
      Increased Global Competition--In many industries, the ability to
  effectively manage customer relationships is...

  ...not months)

      * Lack of internal IT resources (skill shortage)

      * Lower cost of ownership (predictable cost **model**)

  2/3,K/10   (Item 2 from file: 545)
  DIALOG(R)File 545:Investext(R)
  (c) 2004 Thomson Financial Networks . All rts. reserv.

03930976
Applied Materials - Company Report
MORGAN STANLEY & CO. INC.
Maire, R.
NEW YORK (STATE OF)

DATE: December 6, 93
INVESTEXT(tm) REPORT NUMBER: 1398905, PAGE 21 OF 29,   TEXT PAGE
This is a(n) COMPANY report.

TEXT:

...the initial capital
cost of the equipment. Estimating cost of ownership entails a
relatively complex **model** , and a commonly used version comes from
Sematech. It takes into account throughput, reliability, uptime...

...in the industry and inhibit new companies from
entering the market.

Service as a Strong **Profit** Center

    After about four years the service revenues on systems sold by
AMAT tend to...

 2/3,K/11   **(Item 1 from file: 610)**
DIALOG(R)File 610:Business Wire
(c) 2004 Business Wire. All rts. reserv.

00663212 20020212043B1255 (USE FORMAT 7 FOR FULLTEXT)
**CrownPeak Technology Develops Affordable Outsourced Content Management
Systems for Leaders in Education, Non-Profit Sectors-University of Southern
California, Local Initiatives Support Corporation Gain World-Class...**
Business Wire
Tuesday, February 12, 2002 08:04 EST
JOURNAL CODE: BW LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
DOCUMENT TYPE: NEWSWIRE
WORD COUNT: 1,135

...will provide a venue for gathering information and
advice from experts nationwide.

"As a non- **profit** organization with a strong commitment to our mission, we
were
seeking an enterprise-level solution...

...sites" for the 40 program areas
across the country. CrownPeak has also implemented its powerful " **model** "
capability so that LISC administrators can simply click on a "New Program
Area" button and...
...continue to maintain and update the
system for the organization as it grows, ensuring a **predictable** , ongoing,
low
total **cost** of **ownership** ."

    For USC, A Custom Solution -- In Less Than a Month

For the University of Southern...

2/3,K/12   (Item 1 from file: 647)
DIALOG(R)File 647:CMP Computer Fulltext
(c) 2004 CMP Media, LLC. All rts. reserv.

01258122   CMP ACCESSION NUMBER: IWK20021209S0044
The Proof Is In The Project - Merrill Lynch has strict
**   Return-On-Investment standards for technology**
Cristina McEachern
INFORMATIONWEEK, 2002, n 918, PG66
PUBLICATION DATE: 021209
JOURNAL CODE: IWK   LANGUAGE: English
RECORD TYPE: Fulltext
SECTION HEADING: Leadership
WORD COUNT: 1807

...   isn't one, Balliet says.

  Instead, Balliet believes in what he calls an "overall governance
model " for determining whether technology projects should be started,
continued, and finished. "We've changed the...

...have been told to decide how much technology they can afford when
formulating their overall **profit** and margin plans, Balliet says. During
the budget process, each business- unit executive finds out...

...major components to determine ROI, all of which go at the same time.
First is **estimating** a total **cost** of **ownership** over five years for
the technology investment. This includes the cost of developing the
application...

2/3,K/13   (Item 1 from file: 654)
DIALOG(R)File 654:US Pat.Full.
(c) Format only 2004 The Dialog Corp. All rts. reserv.

0005106970 **IMAGE Available
Derwent Accession: 2002-090113
Methods and systems for electronics assembly systems pricing and customer
benefit sharing
Inventor: Tuan Nguyen, INV
         Anthony Duck, INV
         Ian Rawles, INV
         Thomas Mair, INV
         Robert Gray, INV
Correspondence Address: Siemens Corporation Intellectual Property
    Department, 186 Wood Avenue South, Iselin, NJ, 08830, US

	Publication Number	Kind	Date	Application Number	Filing Date
Main Patent	US 20020161727	A1	20021031	US 2001873023	20010601
Provisional				US 60-208664	20000601
Provisional				US 60-280679	20010330

Fulltext Word Count: 14620
Summary of the Invention:
    ...things, to the absence of methods to quickly and easily build and
  run a simulation **model** for a proposed electronics assembly system

configuration that would provide adequate computational results within the...an electronics assembly system solution for a customer. First, with the aid of a computer **model** , a customer benefit to be realized through the use of the electronics assembly system solution is predicted. A **customer benefit guarantee** is then generated, based on the predicted **customer benefit** , and a message relating to the **customer benefit guarantee** associated with the **predicted customer benefit** is transmitted to the customer...

 2/3,K/14   (Item 1 from file: 993)
DIALOG(R)File 993:NewsRoom 2002
(c) 2004 The Dialog Corporation. All rts. reserv.

0556016936 160S0JK7
The Proof Is In The Project -- Merrill Lynch has strict Return-On-Investment standards for technology
Cristina McEachern
InformationWeek, n918, p66
Monday, December 9, 2002
JOURNAL CODE: AJFW LANGUAGE: English RECORD TYPE: Fulltext
DOCUMENT TYPE: Trade Journal ISSN: 8750-6874
WORD COUNT: 1,850

...major components to determine ROI, all of which go at the same time. First is **estimating** a total **cost** of **ownership** over five years for the technology investment. This includes the cost of developing the application ...

? show files;ds
File   15:ABI/Inform(R) 1971-2004/Apr 21
          (c) 2004 ProQuest Info&Learning
File   16:Gale Group PROMT(R) 1990-2004/Apr 21
          (c) 2004 The Gale Group
File 148:Gale Group Trade & Industry DB 1976-2004/Apr 21
          (c)2004 The Gale Group
File 160:Gale Group PROMT(R) 1972-1989
          (c) 1999 The Gale Group
File 275:Gale Group Computer DB(TM) 1983-2004/Apr 21
          (c) 2004 The Gale Group
File 621:Gale Group New Prod.Annou.(R) 1985-2004/Apr 20
          (c) 2004 The Gale Group
File   9:Business & Industry(R) Jul/1994-2004/Apr 20
          (c) 2004   The Gale Group
File   20:Dialog Global Reporter 1997-2004/Apr 21
          (c) 2004 The Dialog Corp.
File 476:Financial Times Fulltext 1982-2004/Apr 21
          (c) 2004 Financial Times Ltd
File 610:Business Wire 1999-2004/Apr 21
          (c) 2004 Business Wire.
File 613:PR Newswire 1999-2004/Apr 21
          (c) 2004 PR Newswire Association Inc
File 634:San Jose Mercury Jun 1985-2004/Apr 20
          (c) 2004 San Jose Mercury News
File 636:Gale Group Newsletter DB(TM) 1987-2004/Apr 21
          (c) 2004 The Gale Group
File 810:Business Wire 1986-1999/Feb 28
          (c) 1999 Business Wire
File 813:PR Newswire 1987-1999/Apr 30
          (c) 1999 PR Newswire Association Inc
File   13:BAMP 2004/Apr W1
          (c) 2004   The Gale Group
File   75:TGG Management Contents(R) 86-2004/Apr W2
          (c) 2004 The Gale Group
File   95:TEME-Technology & Management 1989-2004/Apr W1
          (c) 2004 FIZ TECHNIK
File   47:Gale Group Magazine DB(TM) 1959-2004/Apr 21
          (c) 2004 The Gale group
File 625:American Banker Publications 1981-2004/Apr 21
          (c) 2004 American Banker
File 267:Finance & Banking Newsletters 2004/Apr 19
          (c) 2004 The Dialog Corp.
File 626:Bond Buyer Full Text 1981-2004/Apr 21
          (c) 2004 Bond Buyer
File 139:EconLit 1969-2004/Apr
          (c) 2004 American Economic Association

Set   Items   Description
S1   1253   (PREDICT? OR ESTIMAT? OR FORETELL? OR PROJECTING OR GUESTI-
             MAT?)(8N)(CUSTOMER()BENEFIT OR COST(1W)OWNERSHIP)
S2   32   S1 AND (MODEL OR MODELLING OR CAD OR CAM OR COMPUTER()AIDE-
             D)(3S)(GUARANTEE OR PROFIT OR PROFIT()MARGIN)
S3   32   S1 AND (MODEL OR MODELLING OR CAD OR CAM OR COMPUTER()AIDE-
             D)(3S)(GUARANTEE OR PROFIT OR PROFIT()MARGIN)
S4   16   RD S2 (unique items)
? t4/3,k/all

4/3,K/1   (Item 1 from file: 15)
DIALOG(R)File   15:ABI/Inform(R)
(c) 2004 ProQuest Info&Learning. All rts. reserv.

121-Apr=0404:24 PM

02497877 262841381
The proof is in the project
McEachern, Cristina
InformationWeek n918 PP: 66-70 Dec 9, 2002
ISSN: 8750-6874 JRNL CODE: IWK
WORD COUNT: 2030

...ABSTRACT: 4 major components to determine ROI, all of which go at the
same time: 1. **estimating** a total **cost** of **ownership** over 5 years for
the technology investment, 2. the value expected from the initiative, 3...
...TEXT: isn't one, Balliet says.

Instead, Balliet believes in what he calls an "overall governance **model** "
for determining whether technology projects should be started, continued,
and finished. "We've changed the...

... have been told to decide how much technology they can afford when
formulating their overall **profit** and margin plans, Balliet says. During
the budget process, each businessunit executive finds out from...

... major components to determine ROI, all of which go at the same time.
First is **estimating** a total **cost** of **ownership** over five years for the
technology investment. This includes the cost of developing the application
...

  4/3,K/2   **(Item 2 from file: 15)**
DIALOG(R)File 15:ABI/Inform(R)
(c) 2004 ProQuest Info&Learning. All rts. reserv.

02049739 57393445
The art of negotiation
Trott, Bob
InfoWorld v22n31 PP: 28-30 Jul 31, 2000
ISSN: 0199-6649 JRNL CODE: IFW
WORD COUNT: 1884

...TEXT: vendors have been scrambling for months to set up licensing
schemes that do not choke **profit** .

For customers, going to an ASP (application service provider) offers many
potential benefits. Up-front...

... fees can go away completely, and businesses benefit when they pay on an
actual-use **model** , many observers say.

The Web lends itself to the ASP scenario because it has created...

... ultracompetitive in price because they really want that business,"
Tecknowlogy's Perl says. "The total **cost** of **ownership** for hardware is
much more **predictable** ."
Knowing the lay of the high-tech land is key, too, particularly when
dealing with...

  4/3,K/3   **(Item 3 from file: 15)**
DIALOG(R)File 15:ABI/Inform(R)
(c) 2004 ProQuest Info&Learning. All rts. reserv.

01538842 01-89830
The year in review: March 1997
Anonymous
Computer Reseller News n764 PP: 374-384 Nov 17, 1997
ISSN: 0893-8377 JRNL CODE: CRN
WORD COUNT: 4917

...TEXT: management, product management, application loading,
troubleshooting."

Bill Kirwin, vice president at Gartner Group, Stamford, Conn., **estimated**
 the total **cost** of **ownership** of a networked Windows 95 "fat client" to
be about $10,000 a year if...help reduce inventory and increase fulfillment
and systems customization, but distributors were still worrying about
 profit   , competitive pricing, competition against VARs with more
configuration experience and customer reach, component availability and
return policies.

"This whole program was designed around the aggregator **model** ," said Pat
O'Horo, vice president of Tech Data Corp.'s system division.
MicroAge and...

 4/3,K/4   (Item 1 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2004 The Gale Group. All rts. reserv.

09434631   Supplier Number: 82775860 (USE FORMAT 7 FOR FULLTEXT)
**CrownPeak Technology Develops Affordable Outsourced Content Management
  Systems for Leaders in Education, Non-Profit Sectors.**
Business Wire, p0129
Feb 12, 2002
Language: English   Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 1184

...   will provide a venue for gathering information and advice from
experts nationwide.
        "As a non- **profit** organization with a strong commitment to our
mission, we were seeking an enterprise-level solution...

...sites" for the 40 program areas across the country. CrownPeak has also
implemented its powerful " **model** " capability so that LISC administrators
can simply click on a "New Program Area" button and...

...continue to maintain and update the system for the organization as it
grows, ensuring a **predictable** , ongoing, low total **cost** of **ownership** ."
        For USC, A Custom Solution -- In Less Than a Month
        For the University of Southern...

 4/3,K/5   (Item 2 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2004 The Gale Group. All rts. reserv.

08624439   Supplier Number: 74479037 (USE FORMAT 7 FOR FULLTEXT)
TeleComputing Named to Top Ten U.S. ASP List.
Business Wire, p2063
May 14, 2001
Language: English   Record Type: Fulltext

Document Type: Newswire; Trade
Word Count: 985

...   TeleComputing will make a significant impact in the ASP market
because of its strong business **model** . TeleComputing has a number of
network service provider customers, as well as more than 400...

...By being faster to market, private label telcos and enterprise customers
are also faster to **profit** . They're able to downsize or reallocate
internal staff and gain a competitive edge, the...

...applications. From the server to the desktop and from headquarters to
remote locations, customers pay **predictable** , low monthly costs. This
lowers customers' total **cost** of **ownership** and helps increase their
profitability. IT becomes a strategic tool, not a limitation.
         Gartner reports...

4/3,K/6   (Item 3 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2004 The Gale Group. All rts. reserv.

07664887   Supplier Number: 63791119 (USE FORMAT 7 FOR FULLTEXT)
**The art of negotiation - Yes, the legislative landscape is changing, but
  building a strong negotiation strategy when purchasing software has
  always been critical.(Industry Trend or Event)**
Trott, Bob
InfoWorld, v22, n31, p28
July 31, 2000
Language: English   Record Type: Fulltext Abstract
Document Type: Magazine/Journal; Trade
Word Count: 1866

...   vendors have been scrambling for months to set up licensing schemes
that do not choke **profit** .
         For customers, going to an ASP (application service provider) offers
many potential benefits. Up-front...

...fees can go away completely, and businesses benefit when they pay on an
actual-use **model** , many observers say.
         The Web lends itself to the ASP scenario because it has created...

...ultracompetitive in price because they really want that business,"
Tecknowlogy's Perl says. "The total **cost** of **ownership** for hardware is
much more **predictable** ."
         Knowing the lay of the high-tech land is key, too, particularly when
dealing with...

4/3,K/7-   (Item 4 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2004 The Gale Group. All rts. reserv.

06267567   Supplier Number: 54368704 (USE FORMAT 7 FOR FULLTEXT)
**Seven More Companies Are Up And Running With Pandesic's e-business
  Solution.**
Business Wire, p0102
April 14, 1999
Language: English   Record Type: Fulltext
Document Type: Newswire; Trade

Word Count: 1160

...   and running with the Pandesic(TM) e-business solution. These
merchants benefit from Pandesic's **predictable   cost** of **ownership** , the
ability to outsource their critical e-business functions, the flexibility
afforded to their front...

...and affordable," said Pete Wolcott, president of Pandesic. "Our
e-business solution and unique partnership **model** provide an outsourced
infrastructure with proven e-business processes to **guarantee** the shared
success of both Pandesic and our merchants."
        More Pandesic E-business Solutions At...

...eBatts.com's customers the ability to effortlessly search the extensive
product selection by manufacturer, **model** name or part number to locate
the correct product.
        Esperanza Works (http://www.esperanzaworks.com...

4/3,K/8   (Item 5 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2004 The Gale Group. All rts. reserv.

04330069   Supplier Number: 46346866   (USE FORMAT 7 FOR FULLTEXT)
THE GIANT KILLER?
Computer Business Review, v4, n5, pN/A
May 1, 1996
Language: English   Record Type: Fulltext
Document Type: Newsletter; Trade
Word Count: 5076

...   thing for three times the cost of a PC and still have a lower total
 cost of **ownership** ," says McNealy of Sun. Initial **estimates** (by Sun)
suggest that NC could reduce support costs by as much as 70%.
        This...device only add up to $295. This means that low pricing is
feasible, but the **profit** margins may be even thinner than PCs. If this
proves to be the case, suppliers...

...including Microsoft - are starting to debate how they can deliver the
advantages of the NC **model** without losing control of their market.
Despite Microsoft's protestations that the NC is irrelevant...

4/3,K/9   (Item 1 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2004 The Gale Group. All rts. reserv.

09888753   SUPPLIER NUMBER: 20013691   (USE FORMAT 7 OR 9 FOR FULL TEXT)
March 1997. (The Year in Review) (Industry Trend or Event)
Computer Reseller News, n764, p374(7)
Nov 17, 1997
ISSN: 0893-8377   LANGUAGE: English   RECORD TYPE: Fulltext; Abstract
WORD COUNT: 5272   LINE COUNT: 00419

...   management, product management, application loading,
troubleshooting." ·
        Bill Kirwin, vice president at Gartner Group, Stamford, Conn.,
estimated the total **cost** of **ownership** of a networked Windows 95 "fat
client" to be about $10,000 a year if...help reduce inventory and increase
fulfillment and systems customization, but distributors were still worrying

about **profit** , competitive pricing, competition against VARs with more
configuration experience and customer reach, component availability and
return policies.
        "This whole program was designed around the aggregator **model** ," said
Pat O'Horo, vice president of Tech Data Corp.'s system division.
        MicroAge and...

4/3,K/10   (Item 1 from file: 20)
DIALOG(R)File   20:Dialog Global Reporter
(c) 2004 The Dialog Corp. All rts. reserv.

24178738 (USE FORMAT 7 OR 9 FOR FULLTEXT)
**Concur Technologies Results Achieve Expectations For Eighth Consecutive
    Quarter**
PR NEWSWIRE (US)
July 31, 2002
JOURNAL CODE: WPRU   LANGUAGE: English   RECORD TYPE: FULLTEXT
WORD COUNT: 1681

    (USE FORMAT 7 OR 9 FOR FULLTEXT)

...   third quarter. Both TRW and CNF signed on to utilize Concur Expense
in a hosted   **model** . -- Global expansion continued during the third
quarter with eleven internationally based companies signing contracts
including...

... The partnership with ADP has resulted in over 375 customers to date for
the ASP **model** of Concur Expense. The reseller partnership with Microsoft
Great Plains resulted in eight new customer...

... consists of 70 customers, more than 75% of which utilize a hosted
service; providing both **predictable** recurring revenue for the Company and
significant **customer** **benefit** through rapid deployment with minimal IT
resource investment. Customers include Hewlett-Packard, General Motors,
Ford...

...to be between $34.8 and $35.2 million for fiscal 2003. -- Concur expects
a **profit**   per share of between $.05 and $.07 for fiscal 2003. About
Concur Technologies, Inc.
        Concur...

4/3,K/11   (Item 2 from file: 20)
DIALOG(R)File   20:Dialog Global Reporter
(c) 2004 The Dialog Corp. All rts. reserv.

20683158 (USE FORMAT 7 OR 9 FOR FULLTEXT)
**Infosys Technologies Limited (NASDAQ: INFY) announces results for the
    quarter ended December 31, 2001**
PR NEWSWIRE
January 10, 2002
JOURNAL CODE: WPRW   LANGUAGE: English   RECORD TYPE: FULLTEXT
WORD COUNT: 1572

    (USE FORMAT 7 OR 9 FOR FULLTEXT)

...   applications and infrastructure, and to recommend appropriate
management and deployment options after analysing the total **cost** of
ownership . Continuing an earlier relationship, Infosys is creating a

predictive roadmap and implementation plan for an Enterprise Portal for a banking, insurance and asset management...

... enables its clients to fully exploit technology for business transformation. Clients leverage Infosys' Global Delivery **Model** to achieve higher quality, rapid time-to-market and cost-effective solutions.
Safe Harbour Provision... of 73,051,526 60,583,336 214,517,882 152,743,812 revenues Gross **profit** 64,528,294 54,328,030 190,852,830 140,364,437 Operating Expenses: Selling...

4/3,K/12   (Item 3 from file: 20)
DIALOG(R)File 20:Dialog Global Reporter
(c) 2004 The Dialog Corp. All rts. reserv.

17820694 (USE FORMAT 7 OR 9 FOR FULLTEXT)
somm.com: Hewlett Packard selects somm.com to sell its products online in Europe
M2 PRESSWIRE
July 17, 2001
JOURNAL CODE: WMPR   LANGUAGE: English   RECORD TYPE: FULLTEXT
WORD COUNT: 971

   (USE FORMAT 7 OR 9 FOR FULLTEXT)

...   allows companies to share financial risk.
   Partnering with somm.com has enabled HP to accurately **estimate** the Total **Cost** of **Ownership** of their eCommerce platform and benefit from an optimal cost/service ratio, thus maximizing their...

...retaining the flexibility of the online platform.
   A key benefit of somm.com`s business **model** is that it enables companies to involve their traditional channels within their eBusiness strategy. Once...

... already shows promising results: the first implemented online store is already close to showing a **profit** .
   Since th May, HP`s Swiss customers have been able to purchase online the full...

4/3,K/13   (Item 4 from file: 20)
DIALOG(R)File 20:Dialog Global Reporter
(c) 2004 The Dialog Corp. All rts. reserv.

02472260 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Citrix   claims   affordable   Year   2000   answer   via   Thin/Client   Server implementation
CANBERRA TIMES , CT ed, p13
August 03, 1998
JOURNAL CODE: WCTS   LANGUAGE: English   RECORD TYPE: FULLTEXT
WORD COUNT: 830

   (USE FORMAT 7 OR 9 FOR FULLTEXT)

...   a WAN envi ronment will get better perform ance if they ran on a Citrix **model** ,' Mr Youakim said.
   He said desktop PC users did not lose any performance by ac...

...he said.

Mr Youakim said a benefit of being centrally managed was his customers could **guarantee** the availability of Word or Ex cel or any other business appli cation would always...

...computing, especially in licensing.
'The end result of managing everything centrally is the re duced **cost** of **ownership** ,' Mr Youakim said.
'We **estimate** you can save up to 50 per cent on your total cost of ownership (TCO) spending if you run a Thin Client/Server base **model** . The estimated cost of running a desktop is around $8000 to $12,000 a year...

... we (Citrix) can halve that cost for you, it doesn't matter what our licensing **model** is, it's still a very big benefit.
'Our licensing model is about $400 a...

4/3,K/14   (Item 1 from file: 610)
DIALOG(R)File 610:Business Wire
(c) 2004 Business Wire. All rts. reserv.

00663212 20020212043B1255 (USE FORMAT 7 FOR FULLTEXT)
CrownPeak Technology Develops Affordable Outsourced Content Management Systems for Leaders in Education, Non-Profit Sectors-University of Southern California, Local Initiatives Support Corporation Gain World-Class...
Business Wire
Tuesday, February 12, 2002 08:04 EST
JOURNAL CODE: BW LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
DOCUMENT TYPE: NEWSWIRE
WORD COUNT: 1,135

...will provide a venue for gathering information and
advice from experts nationwide.

"As a non- **profit** organization with a strong commitment to our mission, we were
seeking an enterprise-level solution...

...sites" for the 40 program areas
across the country. CrownPeak has also implemented its powerful " **model** "
capability so that LISC administrators can simply click on a "New Program Area" button and...
...continue to maintain and update the
system for the organization as it grows, ensuring a **predictable** , ongoing, low
total **cost** of **ownership** ."

For USC, A Custom Solution -- In Less Than a Month

For the University of Southern...

4/3,K/15   (Item 2 from file: 610)
DIALOG(R)File 610:Business Wire
(c) 2004 Business Wire. All rts. reserv.

00645050 20020110010B8205 (USE FORMAT 7 FOR FULLTEXT)
Infosys Technologies Limited Announces Results for the Quarter Ended December 31, 2001; Infosys Reports a Comfortable Quarter Amidst Challenging Conditions
Business Wire

Thursday, January 10, 2002 00:46 EST
JOURNAL CODE: BW LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
DOCUMENT TYPE: NEWSWIRE
WORD COUNT: 1,676

...applications and infrastructure, and to recommend appropriate
management and deployment options after analyzing the total **cost** of
ownership .
Continuing an earlier relationship, Infosys is creating a **predictive**
roadmap
and implementation plan for an Enterprise Portal for a banking, insurance
and
asset management...

...enables its clients to fully exploit technology for
business transformation. Clients leverage Infosys' Global Delivery **Model**
to
achieve higher quality, rapid time-to-market and cost-effective solutions.

        Safe Harbor Provision...579,820   114,911,366
  Cost of revenues   73,051,526   60,583,336
Gross **profit**   64,528,294   54,328,030
Operating Expenses:
  Selling and marketing expenses   6,840,680...

...370,712   293,108,249
  Cost of revenues   214,517,882   152,743,812
Gross **profit**   190,852,830   140,364,437
Operating Expenses:
  Selling and marketing expenses   19,752,095...

4/3,K/16   (Item 1 from file: 636)
DIALOG(R)File 636:Gale Group Newsletter DB(TM)
(c) 2004 The Gale Group. All rts. reserv.

05032808   Supplier Number: 76581409 (USE FORMAT 7 FOR FULLTEXT)
Hewlett-Packard selects somm.com to sell its products online in Europe.
M2 Presswire, pNA
July 17, 2001
Language: English   Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 1075

...   allows companies to share financial risk.
        Partnering with somm.com has enabled HP to accurately **estimate** the
Total **Cost** of **Ownership** of their eCommerce platform and benefit from an
optimal cost/service ratio, thus maximizing their...retaining the
flexibility of the online platform.
        A key benefit of somm.com`s business **model** is that it enables
companies to involve their traditional channels within their eBusiness
strategy. Once...already shows promising results: the first implemented
online store is already close to showing a **profit** .
        Since th May, HP`s Swiss customers have been able to purchase online
the full...
?

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? show files;ds
File    9:Business & Industry(R) Jul/1994-2004/Apr 20
           (c) 2004   The Gale Group
File   13:BAMP 2004/Apr W1
           (c) 2004   The Gale Group
File   15:ABI/Inform(R) 1971-2004/Apr 21
           (c) 2004 ProQuest Info&Learning
File   16:Gale Group PROMT(R) 1990-2004/Apr 21
           (c) 2004 The Gale Group
File   20:Dialog Global Reporter 1997-2004/Apr 21
           (c) 2004 The Dialog Corp.
File   30:AsiaPacific 1985-2004/Mar 01
           (c) 2004 Aristarchus Knowledge Indus.
File  101:Disclosure Database(R) 2004/Apr W3
           (c) 2004 Thomson Financial
File  119:Textile Technol.Dig. 1978-2003/Jun
           (c) 2003 EBSCO Publishing
File  148:Gale Group Trade & Industry DB 1976-2004/Apr 21
           (c)2004 The Gale Group
File  180:Federal Register 1985-2004/Apr 21
           (c) 2004 format only The DIALOG Corp
File  241:Elec. Power DB 1972-1999Jan
           (c) 1999 Electric Power Research Inst.Inc
File  249:PIRA Mgt. & Mktg. Abs. 1976-2004Apr W2
           (c) 2004 Pira International
File  267:Finance & Banking Newsletters 2004/Apr 19
           (c) 2004 The Dialog Corp.
File  340:CLAIMS(R)/US Patent 1950-04/Apr 20
           (c) 2004 IFI/CLAIMS(R)
File  345:Inpadoc/Fam.& Legal Stat 1968-2004/UD=200416
           (c) 2004 EPO
File  349:PCT FULLTEXT 1979-2002/UB=20040415,UT=20040408
           (c) 2004 WIPO/Univentio
File  476:Financial Times Fulltext 1982-2004/Apr 21
           (c) 2004 Financial Times Ltd
File  483:Newspaper Abs Daily 1986-2004/Apr 17
           (c) 2004 ProQuest Info&Learning
File  485:Accounting & Tax DB 1971-2004/Apr W1
           (c) 2004 ProQuest Info&Learning
File  553:Wilson Bus. Abs. FullText 1982-2004/Apr
           (c) 2004 The HW Wilson Co
File  570:Gale Group MARS(R) 1984-2004/Apr 21
           (c) 2004 The Gale Group
File  613:PR Newswire 1999-2004/Apr 21
           (c) 2004 PR Newswire Association Inc
File  621:Gale Group New Prod.Annou.(R) 1985-2004/Apr 20
           (c) 2004 The Gale Group
File  625:American Banker Publications 1981-2004/Apr 21
           (c) 2004 American Banker
File  635:Business Dateline(R) 1985-2004/Apr 21
           (c) 2004 ProQuest Info&Learning
File  636:Gale Group Newsletter DB(TM) 1987-2004/Apr 21
           (c) 2004 The Gale Group
File  647:CMP  Computer Fulltext 1988-2004/Apr W2
           (c) 2004 CMP Media, LLC
File  649:Gale Group Newswire ASAP(TM) 2004/Apr 20
           (c) 2004 The Gale Group
File  654:US Pat.Full. 1976-2004/Apr 15
           (c) Format only 2004 The Dialog Corp.
File  696:DIALOG Telecom. Newsletters 1995-2004/Apr 20
           (c) 2004 The Dialog Corp.
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121-Apr-0405:09 PM

File 717:The Washington Times Jun 1989-2004/Apr 21
        (c) 2004 Washington Times
File 755:New Zealand Newspapers 1995-2004/Apr 20
        (c) Fairfax New Zealand Ltd.
File 759:Reuters Business Insight 1992-2004/Apr
        (c) 2004 Datamonitor
File 762:Euromonitor Market Res. 1991-2004/Apr
        (c) 2004 Euromonitor Intl.Inc.
File 765:Frost & Sullivan 1992-1999/Apr
        (c) 1999 Frost & Sullivan Inc.
File 768:EIU Market Research 2004/Apr 12
        (c) 2004 EIU
File 813:PR Newswire 1987-1999/Apr 30
        (c) 1999 PR Newswire Association Inc
File 990:NewsRoom Current Jan-2004/Apr 21
        (c) 2004 The Dialog Corporation
File 992:NewsRoom 2003
        (c) 2004 The Dialog Corporation
File 993:NewsRoom 2002
        (c) 2004 The Dialog Corporation
File 994:NewsRoom 2001
        (c) 2004 The Dialog Corporation
File 995:NewsRoom 2000
        (c) 2004 The Dialog Corporation

Set   Items   Description
S1   151   (CUSTOMER()(PROFIT OR BENEFIT))(S)(PRICING OR HOW(2W)CHARG-
             E)
S2   103   RD (unique items)
? t2/3,k/all
>>>KWIC option is not available in file(s): 241

2/3,K/1   (Item 1 from file: 9)
DIALOG(R)File   9:Business & Industry(R)
(c) 2004 The Gale Group. All rts. reserv.

3705759 Supplier Number: 03705759   (USE FORMAT 7 OR 9 FOR FULLTEXT)
**Franchise community builds on modest gains: not as hard-hit as managed
  hotels, franchisees and franchisors are looking for improved performance
  during the last six months of 2003. (special report).**

Hotels, v 37, n 3, p 40
March 2003
DOCUMENT TYPE: Journal ISSN: 1047-2975   (United States)
LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 3360

     (USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:
...PAR" rather than RevPAR, an analysis of sales per square meter for food
and beverage, **pricing** analyses and evaluations of **customer   profit**
contribution. Major brands' franchisees are likely to be able to draw on
24-hour support...

2/3,K/2   (Item 2 from file: 9)
DIALOG(R)File   9:Business & Industry(R)
(c) 2004 The Gale Group. All rts. reserv.

2049551 Supplier Number: 02049551   (USE FORMAT 7 OR 9 FOR FULLTEXT)

**Piecing the puzzle together -- IBM Adding Muscle To Supply-Chain
  Re-Engineering -- Names channel veteran to head new organization
(IBM's plan to create organization devoted to channel assembly and supply
  chain re-engineering is meant to strengthen firm's goal to migrate entire
  PC product line to channel assembly by 7/1/98)**
Computer Reseller News, p 95
January 26, 1998
DOCUMENT TYPE: Journal ISSN: 0893-8377   (United States)
LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 477

     (USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:
...that it's right for the customer. . . . As we go through the first
quarter, the **customer benefit** starts to come through in terms of
pricing and the value-added services the channel can provide.

"We want to get the whole...

 2/3,K/3   (Item 3 from file: 9)
DIALOG(R)File   9:Business & Industry(R)
(c) 2004 The Gale Group. All rts. reserv.

1151945 Supplier Number: 01151945   (USE FORMAT 7 OR 9 FOR FULLTEXT)
**Northumbrian complains over effects of unpriced Lyonnaise interest
(Lyonnaise des Eaux rationalising property and civil engineering
  activities; launches joint venture with Mekorot)**
Water Briefing, n 33, p 3
March 22, 1995
DOCUMENT TYPE: Newsletter (United Kingdom)
LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 963

     (USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:
...views on the degree to which customers should benefit from a takeover.

OFWAT has stated **customer benefit** as the principal concern. As in
previous cases the Director General of OFWAT will argue that, since
inter-company comparisons are central to his judgements on **pricing** and
efficiency, the loss of a further comparator must be compensated by proven
savings for...

 2/3,K/4   (Item 1 from file: 13)
DIALOG(R)File 13:BAMP
(c) 2004 The Gale Group. All rts. reserv.

1186778   Supplier Number: 02652712 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Creating and Controlling Persona
(Internet Service Providers (ISPs) should enhance their customers'
  experience on their Web sites to cultivate loyalty; in the
  business-to-business market, the creation of a directory will benefit
  users and vendors)
Article Author(s): Remillard, Jason
Boardwatch Magazine, v XIV, n 11, p 42-44
November 2000

DOCUMENT TYPE: Journal   ISSN: 1054-2760   (United States)
LANGUAGE: English   RECORD TYPE: Fulltext
WORD COUNT: 1889

TEXT:
...bot to collect competitive pricing and support options. For service
providers, the impetus to provide **customer   benefit** -- or the perception
of **customer   benefit** -- is frequently clouded by the pace of business
itself, with complicated business models and diverging...

2/3,K/5   (Item 2 from file: 13)
DIALOG(R)File   13:BAMP
(c) 2004   The Gale Group. All rts. reserv.

1185321   Supplier Number: 02639979 (USE FORMAT 7 OR 9 FOR FULLTEXT)
'**Banks Must Manage Small-Business Deposits to Foster Long-Term Growth**
(Banks can learn from the experience of Fleet Bank, which adapted its
    marketing programs to target small businesses and analyzed the
    profitability of these deposit accounts to boost profits immediately)   '
Article Author(s): Connolly, Brian J
Commercial Lending Review, v 15, n 4, p 8-14
Fall 2000
DOCUMENT TYPE: Journal   ISSN: 0886-8204   (United States)
LANGUAGE: English   RECORD TYPE: Fulltext
WORD COUNT: 3592

 (USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:
...behavior, and profitability.

These quantitative and qualitative results then can be combined to
determine a **customer   profit** potential that is keyed to such factors as
behavior, industry, geography, and the presence of...
...design for the small-business market, resulting in relationship
offerings that integrate channel choices with **pricing** options. The most
successful product offerings will be determined by the trade-offs the
target...make transactions at the branch.

When executed properly, channel pricing represents a new lever for ·
customer   profit growth. The objective is to balance the cost of any
given delivery channel with appropriate...

...expense of providing them. Too often, fear of losing a customer to the
competition influences **pricing** to the point of never realizing a
profit--in other words, if you consistently underprice...

2/3,K/6   (Item 3 from file: 13)
DIALOG(R)File   13:BAMP
(c) 2004   The Gale Group. All rts. reserv.

1064847   Supplier Number: 01248051 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Novell Nets Win for Intranetware Web Software
(VAR Business survey ranks Novell first in Internet server software
    category; survey finds Novell's greatest strength to be its support and
    partnership performance; although the companies focus on partnering has
    paid off, marketing message is weak)
Article Author(s): Kaplan, Marcia

VAR Business, p 261-264
October 15, 1997
DOCUMENT TYPE: Journal; Survey   ISSN: 0894-5802   (United States)
LANGUAGE: English   RECORD TYPE: Fulltext; Abstract
WORD COUNT: 1562

ABSTRACT:
...at Novell, says that the company is shifting from focusing on technology
to stress on **customer   benefit** . Novell executives acknowledge some of
VARs' doubt that Novell is not strong enough to compete...

 2/3,K/7   (Item 1 from file: 15)
DIALOG(R)File   15:ABI/Inform(R)

02587013   333143301
Crystal clearance
Reid, Gavin; Smith, Julia
Financial Management   PP: 26-27   Apr 2003
ISSN: 1471-9185   JRNL CODE: MAC
WORD COUNT: 1735

...TEXT: in web usage as part ofthe solution, not as a threat. The logic of
traditional **pricing** strategies can be refreshed using the internet. Firms
also need to create new forms of differential **pricing** for customers.
These must be seen to create value, yet be resistant to downward pressure
on prices. The starting point is to support revenue flows with new **pricing**
 strategies, involving smarter ways of identifying and capturing **customer**
   benefit . The next point is to consider the pressure that price
transparency has on your supplies...

 2/3,K/8   (Item 2 from file: 15)
DIALOG(R)File   15:ABI/Inform(R)

02036250   56094962
Measuring and evaluating the cost of serving your customers
Anonymous
Bank Controllers Report   v7n5   PP: 2-6+   Jun 2000
JRNL CODE: BKC

...ABSTRACT: high level of revenue or one that generates lower levels of
revenue yet provides a **customer   benefit** . Some points to consider when
analyzing products and services are listed, including: 1. Issuing
additional...

... not generate revenue. 2. Not every product should be pushed at every
customer. 3. Bank **pricing** systems are not conducive to profitability.

 2/3,K/9   (Item 3 from file: 15)
DIALOG(R)File   15:ABI/Inform(R)

01899653   05-50645
Talking tough
Sax, George
Telephony   v237n6   PP: 56   Aug 9, 1999

ISSN: 0040-2656   JRNL CODE: TPH
WORD COUNT: 688

...TEXT: division multiplexing, The Meta Group study said.

To counteract falling margins, telcos should rethink their **pricing**
policies, King said. "Service providers should push for a higher service
level to maintain per- **customer   profit** . Telcos are making less money off
a typical user. Carriers should look closely at flat-rate **pricing** ,
especially-but not only-in long-distance. Everything from 50% to 70% of
long-distance...

 2/3,K/10   (Item 4 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2004 ProQuest Info&Learning. All rts. reserv.

01619373 02-70362
The neglected frontier: Product pricing risk
Smith, Stanley D; Frieder, Larry A
ABA Banking Journal v90n4   PP: 46-50 Apr 1998
ISSN: 0194-5947 JRNL CODE: BNK
WORD COUNT: 2126

...TEXT: as an initial step to address the customer profitability dilemma,
a significant part of the **customer   profit** and risk equation remains
dangerously neglected-product- **pricing** risk.

As multiproduct firms operating in numerous different product markets,
banks face many different types...

 2/3,K/11   (Item 5 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2004 ProQuest Info&Learning. All rts. reserv.

01567288 02-18277
IBM adding muscle to supply-chain re-engineering
Zarley, Craig
Computer Reseller News n773 PP: 95-96 Jan 26, 1998
ISSN: 0893-8377 JRNL CODE: CRN
WORD COUNT: 483

...TEXT: that it's right for the customer.... As we go through the first
quarter, the **customer   benefit** starts to come through in terms of
 pricing and the valueadded services the channel can provide.

"We want to get the whole discussion...

 2/3,K/12   (Item 6 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2004 ProQuest Info&Learning. All rts. reserv.

00960732 96-10125
Tools for teams addressing total customer satisfaction
Peck, Bobbi
Industrial Engineering v27n1 PP: 30-34 Jan 1995
ISSN: 0019-8234 JRNL CODE: INE
WORD COUNT: 2253

ABSTRACT: Product cost goals are determined from target **pricing** schedules dictated by customers in the market. IE skills are crucial in developing cost data...

... fit preferred manufacturing processes, customer input is fresh in their minds. The tradeoff of one **customer benefit** for another is accomplished in a planning mode. A concurrent engineering approach has been chosen...

2/3,K/13   (Item 7 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)

00493926 90-19683
Lessons in Local Loop Competition
Kuehn, Richard A.
Business Communications Review v20n4 PP: 67-68 Apr 1990
ISSN: 0162-3885 JRNL CODE: BCR

...ABSTRACT: an interexchange carrier's point of presence (POP). These unregulated, fiber-based carriers' most tangible **customer benefit** is price, which includes a fixed local-loop charge and a price per mile between...

... Telecom. Such local competition, though underutilized, can work. The toughest issues in the US are **pricing** and the fact that the LEC practice of statewide averaging might end soon. ...

2/3,K/14   (Item 8 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)

00266573 85-07006
Panelists Offer Pricing Strategy Advice for Consumer and Industrial Products
Anonymous
Marketing News v19n3 PP: 1, 10-11 Feb 1, 1985
ISSN: 0025-3790 JRNL CODE: MNW

ABSTRACT: At the Conference Board's 1984 Marketing Conference, panelists discussed: 1. various aspects of **pricing** strategy for consumer and industrial products, 2. differences between tactical and strategic **pricing** , and 3. the structuring of the **customer benefit** mix. Because of a lack of understanding of the different types of **pricing** , insensitivity to price/value thresholds, and misconceptions concerning absolute versus relative price, serious mistakes in **pricing** can occur. Promotional **pricing** and strategic **pricing** must be differentiated carefully. The complicated pre-marketing strategy for **pricing** decisions is described for Equal, an artificial sweetener containing NutraSweet. Such companies as automobile manufacturers...

... value without greatly increasing price. Management must consider the level, timing, and communication of tactical **pricing** as well as strategic **pricing** .

2/3,K/15   (Item 9 from file: 15)

00077395   78-11726
Barriers to Successful Trust Operations
Nerheim, Lawrence E.
Trusts & Estates   v117n6   PP: 344-346, 348   June 1978
ISSN: 0041-3682   JRNL CODE: TRE

...ABSTRACT: first barrier is that of trust fees, which need to be raised
and/or realigned.   **Pricing**   policies are determined by trust department
management but can only be accurate if department members...

... each trust account. Today, too many services are offered for too little
charge to the **customer** .   **Profit** consciousness is the responsibility of
all trust employees utilizing a budget portion. Excess governmental
regulation...

  2/3,K/16   (Item 1 from file: 16)

10418772   Supplier Number: 92725091   (USE FORMAT 7 FOR FULLTEXT)
**Value pricing: will discounts boost product turns? Operators test the
   waters: new management tools such as handhelds and planograms give
   operators the means to track product turns with minimal extra labor. As a
   result, some operators are evaluating their pricing strategies. (Special
   Report).**
Maras, Elliot
Automatic Merchandiser, v44, n9, p22(8)
Sept, 2002
Language: English   Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 3319

...   said.
     Paramount Automated Food Service Inc., based in Pompano Beach, Fla.,
has long believed in **pricing** specials. The company regularly features as
many as three price discounts in a machine, noted Scott Guardino, director
of marketing and development. He sees price promotions as a **customer
benefit** , not a way to improve turns.
     "The reason is not to increase the velocity," Guardino...

  2/3,K/17   (Item 2 from file: 16)

07558788   Supplier Number: 62880983   (USE FORMAT 7 FOR FULLTEXT)
E-BANKING KEY TO COURTING SMALL BUSINESSES.(Industry Trend or Event)
Corporate EFT Report, v20, n12, pNA
June 21, 2000
Language: English   Record Type: Fulltext
Document Type: Newsletter; Trade
Word Count: 1753

...   I Data Services, New York-based Financial Institutions Consulting
(FIC) found that there is higher **customer**   **profit** potential from
small-to-mid-sized business customers who use e-banking services. As a

result, the researchers advise banks to re-examine their product and **pricing** strategies, and leverage the inherent value of their small business electronic banking solutions.
"For banks...

2/3,K/18   (Item 3 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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07543883   Supplier Number: 63254269 (USE FORMAT 7 FOR FULLTEXT)
Arch Introduces Two-Way Messaging Service.
PR Newswire, pNA
July 10, 2000
Language: English   Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 1082

...   separate parts.
     Arch Webster 100 service customers also will benefit from the service's economical **pricing** plans that are based on cost per character (i.e. keystroke of text) as opposed to cost per message. "Character-based **pricing** means that customers will only be charged for the characters they use," explained Steven C...

...if they only use a portion of them." Gross added: "This approach provides an important **customer**   **benefit** because it likely will result in significant savings due to lower overcall charges."
     In addition...

2/3,K/19   (Item 4 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2004 The Gale Group. All rts. reserv.

07447710   Supplier Number: 62636470 (USE FORMAT 7 FOR FULLTEXT)
Financial Institutions Need e-Banking Strategies to Maximize Small Business Profit Potential, According to Study Results.
PR Newswire, p4486
June 9, 2000
Language: English   Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 494

...   Potential of Small Business
     Marketplace
     MILWAUKEE, June 9 /PRNewswire/ --
     Financial institutions wanting to realize higher **customer**   **profit** potential from their small business customers need to reexamine their product and **pricing** strategies, and leverage the inherent value of their small business electronic banking solutions, according to...

2/3,K/20   (Item 5 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2004 The Gale Group. All rts. reserv.

06552417   Supplier Number: 55402933 (USE FORMAT 7 FOR FULLTEXT)
MARKETING & SERVICES; Talking tough: Negotiating with end users may become more difficult.(Industry Trend or Event)

Telephony, pNA
August 9, 1999
Language: English   Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 533

...   division multiplexing, The Meta Group study said.
        To counteract falling margins, telcos should rethink their **pricing**
policies, King said. "Service providers should push for a higher service
level to maintain per- **customer** **profit** . Telcos are making less money off
a typical user. Carriers should look closely at flat-rate **pricing** ,
especially - but not only - in long-distance. Everything from 50% to 70% of
long-distance...

   2/3,K/21   (Item 6 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2004 The Gale Group. All rts. reserv.

05965984   Supplier Number: 53248419   (USE FORMAT 7 FOR FULLTEXT)
Oracle Leads ERP Vendors in Profitability Implementations for Financial
   Services.
PR Newswire, p8126
Nov 23, 1998
Language: English   Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 821

...   to understand customer needs and match them with appropriate
products and service levels."
        Oracle Transfer **Pricing** is designed to meet the banking industry's
need for accurate transfer price information in business unit, product, and
   customer   **profit** reporting systems. Oracle Transfer **Pricing** was the
first commercially available funds transfer **pricing** system and continues   .
to lead the industry today.
        Oracle Financial Services is the industry leader...

   2/3,K/22   (Item 1 from file: 20)
DIALOG(R)File 20:Dialog Global Reporter
(c) 2004 The Dialog Corp. All rts. reserv.

34452888   (USE FORMAT 7 OR 9 FOR FULLTEXT)
No limits now for Sky
 SECTION TITLE: CREATIVE BUSINESS - Richard Tait
FINANCIAL TIMES , Surveys CRE 20040316S304.903 ed, p04
March 16, 2004
JOURNAL CODE: FFT   LANGUAGE: English   RECORD TYPE: FULLTEXT
WORD COUNT: 1118

   (USE FORMAT 7 OR 9 FOR FULLTEXT)

...   TV   channels looks like being the long-term casualty of this deal.
Sky's   aggressive   **pricing** and the broadcasters' desire to cut costs has
made   providing news programmes a low-margin...

   2/3,K/23   (Item 2 from file: 20)
DIALOG(R)File 20:Dialog Global Reporter
(c) 2004 The Dialog Corp. All rts. reserv.

33553084   (USE FORMAT 7 OR 9 FOR FULLTEXT)
Q4 2003 CLARCOR Inc. Earnings Conference Call - Part 1
FAIR DISCLOSURE WIRE
January 15, 2004
JOURNAL CODE: WFDW   LANGUAGE: English   RECORD TYPE: FULLTEXT
WORD COUNT: 4739

   (USE FORMAT 7 OR 9 FOR FULLTEXT)

...   out of that business. And Bruce mentioned that we did a thorough
review of all **customer profit** mixes. And there will be some significant
price increases which we have already implemented to...

 2/3,K/24   (Item 3 from file: 20)
DIALOG(R)File   20:Dialog Global Reporter
(c) 2004 The Dialog Corp. All rts. reserv.

31852999   (USE FORMAT 7 OR 9 FOR FULLTEXT)
CarMax Security Analyst Meeting and Field Trip - Part 6
FAIR DISCLOSURE WIRE
October 08, 2003
JOURNAL CODE: WFDW   LANGUAGE: English   RECORD TYPE: FULLTEXT
WORD COUNT: 4777

      ... as Tom mentioned earlier, our standard sales equities. First, we
have a low no-haggle **pricing** offer. That means the competitive offers are
based on the customers information and vehicle selection...

 2/3,K/25   (Item 4 from file: 20)
DIALOG(R)File   20:Dialog Global Reporter
(c) 2004 The Dialog Corp. All rts. reserv.

30413846   (USE FORMAT 7 OR 9 FOR FULLTEXT)
Event Brief of Q2 2003 Verizon Earnings Conference Call - Final
FAIR DISCLOSURE WIRE
July 09, 2003
JOURNAL CODE: WFDW   LANGUAGE: English   RECORD TYPE: FULLTEXT
WORD COUNT: 3517

      ... dispatches. Made pricing changes in DSL and Freedom packages. Put
pressure on margins. Will see **customer benefit** in future. Seeing 41-42%
range in future. A. (Ivan Seidenberg) On wireless, we are...

 2/3,K/26   (Item 5 from file: 20)
DIALOG(R)File   20:Dialog Global Reporter
(c) 2004 The Dialog Corp. All rts. reserv.

28810325   (USE FORMAT 7 OR 9 FOR FULLTEXT)
Q1 2003 Amazon.com, Inc. Earnings Conference Call - Part 1
FAIR DISCLOSURE WIRE
April 02, 2003
JOURNAL CODE: WFDW   LANGUAGE: English   RECORD TYPE: FULLTEXT
WORD COUNT: 4759

      ...category and country expansion, the addition of third party sellers
and   lower prices. Beyond the **customer   benefit** of all these, our

technology and fixed infrastructure will also continue to decline as a...

... our customers. We thank our customers for taking advantage of our
selection, convenience and low **pricing** and the experience will only
continue to get better. Second, our model is validating itself...

2/3,K/27   (Item 6 from file: 20)
DIALOG(R)File 20:Dialog Global Reporter
(c) 2004 The Dialog Corp. All rts. reserv.

28759146 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Q2 2003 Tarantella Inc. Earnings Conference Call - Final - Part 1
FAIR DISCLOSURE WIRE
April 02, 2003
JOURNAL CODE: WFDW   LANGUAGE: English   RECORD TYPE: FULLTEXT
WORD COUNT: 4484

    ... 3 Version 3.3, which was released in December, we offered new
modular packaging and **pricing** options, to better fit the range of
customer needs. We are seeing solid acceptance of this new modular model.
Many customers are taking advantage of our aggressive named-user **pricing**
and Windows only offerings. In general the IT spending environment remains
weak. And customers are...

... quick return on investment. We believe our decision to offer this type
of packaging and **pricing** will continue to pay off. Looking ahead, we
remain focused on our goal to grow...

2/3,K/28   (Item 7 from file: 20)
DIALOG(R)File 20:Dialog Global Reporter
(c) 2004 The Dialog Corp. All rts. reserv.

20414825 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Orange S.A. - Response to OFTEL statement
NEW RNS
December 12, 2001
JOURNAL CODE: WRNS   LANGUAGE: English   RECORD TYPE: FULLTEXT
WORD COUNT: 1610

    ... a constraint on the industry's future ability to invest, innovate
and deliver the greatest **customer benefit** ." John Allwood, Executive
Vice-President Orange UK, said: "As well as the points of principle...

2/3,K/29   (Item 8 from file: 20)
DIALOG(R)File 20:Dialog Global Reporter
(c) 2004 The Dialog Corp. All rts. reserv.

20412257 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Orchestream Hldgs - New Software
NEW RNS
November 28, 2001
JOURNAL CODE: WRNS   LANGUAGE: English   RECORD TYPE: FULLTEXT
WORD COUNT: 1213

  (USE FORMAT 7 OR 9 FOR FULLTEXT)

...   an important role to play", commented Elisabeth Rainge, Director

Next-Gen OSS and Billing, IDC. **Pricing** and availability Service
Activator will be available to customers from Q1, 2002. The product is
configured in a modular fashion, and **pricing** of the product is dependent
on the modules purchased. About Orchestream - Orchestream (London:OCH and
...

2/3,K/30   (Item 9 from file: 20)
DIALOG(R)File 20:Dialog Global Reporter
(c) 2004 The Dialog Corp. All rts. reserv.

17598627 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Getting the right price
 SECTION TITLE: NEWS
PAMATATAU Richard
INFOTECH WEEKLY , 2 ed, p7
May 28, 2001
JOURNAL CODE: WIWY   LANGUAGE: English   RECORD TYPE: FULLTEXT
WORD COUNT: 1569

    (USE FORMAT 7 OR 9 FOR FULLTEXT)

...   Swaffield. (United and City Link are also active in Wellington.)
    Pricing has to reflect the **customer   benefit** and it is not just a
cost-drive discussion.
    Reliability is as important, he says...

2/3,K/31   (Item 10 from file: 20)
DIALOG(R)File 20:Dialog Global Reporter
(c) 2004 The Dialog Corp. All rts. reserv.

15223817 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Outlook for Oeics
MONEY MARKETING
February 15, 2001
JOURNAL CODE: FMMG   LANGUAGE: English   RECORD TYPE: FULLTEXT
WORD COUNT: 791

    (USE FORMAT 7 OR 9 FOR FULLTEXT)

...   no doubt that multi-class structures can provide customer benefit
through the creation of smart **pricing** structures. It still has to be the
case that the long-term objective for any...

2/3,K/32   (Item 11 from file: 20)
DIALOG(R)File 20:Dialog Global Reporter
(c) 2004 The Dialog Corp. All rts. reserv.

08140030 (USE FORMAT 7 OR 9 FOR FULLTEXT)
**Special Report - Bunkering: Petrobras growing across the board: Brazilian
    bunkering specialist Petrobras has proved that commitment to quality
    control can reap rewards - in its case a trebling of tonnage supplied in
    under a decade of trading**
DOUG WOODYARD
LLOYDS LIST
October 26, 1999
JOURNAL CODE: FLL   LANGUAGE: English   RECORD TYPE: FULLTEXT
WORD COUNT: 713

(USE FORMAT 7 OR 9 FOR FULLTEXT)

...   White List publication assessing bunker delivery reliability.
     A flexible pricing policy is cited as another **customer benefit** .
Although Petrobras maintains sales activities through trading companies, a
large part of sales are carried...

2/3,K/33   **(Item 12 from file: 20)**
DIALOG(R)File 20:Dialog Global Reporter
(c) 2004 The Dialog Corp. All rts. reserv.

03565954 (USE FORMAT 7 OR 9 FOR FULLTEXT)
**ORACLE: Oracle leads ERP vendors in profitability implementations for
   financial services**
M2 PRESSWIRE
November 25, 1998
JOURNAL CODE: WMPR   LANGUAGE: English   RECORD TYPE: FULLTEXT
WORD COUNT: 714

   (USE FORMAT 7 OR 9 FOR FULLTEXT)

...   the banking industry's need for accurate transfer price information
in business unit, product, and **customer profit** reporting systems.
Oracle Transfer **Pricing** was the first commercially available funds
transfer **pricing** system and continues to lead the industry today.
     Oracle Financial Services is the industry leader...

2/3,K/34   **(Item 1 from file: 30)**
DIALOG(R)File 30:AsiaPacific
(c) 2004 Aristarchus Knowledge Indus. All rts. reserv.

09914808
**Libya In Perspective: Scholars' View of a Revolutionary Nation: Part 12:
Income Distribution in Libyan Arab Socialism: Income Distribution and the
Mixed Economy. S.L.: Ministry of Information, N.D. [1987].**
Hansen, Hugh G.; Blake, Cecile [editor]; Abu-Osba, Saleh K. [editor]
LANGUAGE: English

     ... made, accrues to government, and whether profit is large or small
depends partly on the **pricing** policy applied. (2) Private Corporations,
Profit Oriented: Here may be great diversity. The small, especially...

... work in them, on the other hand, are oriented toward maximizing worker
income rather than **customer benefit** . In his very interesting book, The
Participatory Economy, Jaroslav Vanek gives the following characteristics
of...

2/3,K/35   **(Item 1 from file: 101)**
DIALOG(R)File 101:Disclosure Database(R)
(c) 2004 Thomson Financial. All rts. reserv.

00267447
TEREX CORP
Disclosure Co No: T302100000
Company Status: Active

Exchange: NYS
Ticker Symbol: TEX
Location of Incorporation: DE

Primary SIC Code: 3531
Other SIC Codes: 3537; 3532

Description of Business:
  THE GROUP'S PRINCIPAL ACTIVITY IS TO MANUFACTURE A BROAD RANGE OF
EQUIPMENT FOR CONSTRUCTION, INFRASTRUCTURE AND MINING INDUSTRIES. THE TEREX
AMERICAS AND TEREX EUROPE SEGMENTS MANUFACTURE AND SELL VARIOUS LIGHT
CONSTRUCTION EQUIPMENT INCLUDING MOBILE AND PORTABLE FLOODLIGHTING SYSTEMS,
CONCRETE POWER TROWELS, CONCRETE PLACEMENT SYSTEMS, CONCRETE FINISHING
SYSTEMS, CONCRETE MIXERS, POWER BUGGIES, GENERATORS, TRAFFIC CONTROL
PRODUCTS AND RELATED COMPONENTS. THE TEREX MINING SEGMENT MANUFACTURES AND
SELLS LARGE HYDRAULIC EXCAVATORS AND HIGH CAPACITY SURFACE MINING TRUCKS
AND RELATED COMPONENTS. ITS PRODUCTS ARE MANUFACTURED AT 49 PLANTS IN
UNITED STATES, EUROPE, AUSTRALIA AND ASIA. ON 14-FEB-2003, THE GROUP
ACQUIRED COMMERCIAL BODY CORPORATION AND ON 03-SEP-2003 IT ACQUIRED TATRA.

Footnotes:
...e)   The   **customer**   has signed off on the acceptance,   the time

  2/3,K/36   (Item 2 from file: 101)
DIALOG(R)File 101:Disclosure Database(R)
(c) 2004 Thomson Financial. All rts. reserv.

00264832
GRANT PRIDECO INC
Disclosure Co No: G662779075
Company Status: Active

Exchange: NYS
Ticker Symbol: GRP
Location of Incorporation: DE

Primary SIC Code: 3533

Description of Business:
  THE GROUP'S PRINCIPAL ACTIVITIES ARE TO DEVELOP DRILL STEM TECHNOLOGY AND
MANUFACTURE DRILL PIPES. IT OPERATES IN FOUR SEGMENTS: DRILLING PRODUCTS
AND SERVICES, DRILL BITS, TUBULAR TECHNOLOGY AND SERVICES AND MARINE
PRODUCTS AND SERVICES. THE DRILLING PRODUCTS AND SERVICES SEGMENT
MANUFACTURES AND SELLS DRILL PIPE, INCLUDING TOOL JOINTS, DRILL COLLARS,
HEAVY WEIGHT DRILL PIPE AND DRILL STEM AND OTHER ACCESSORIES. THE DRILL
BITS SEGMENT DESIGNS, MANUFACTURERS AND DISTRIBUTES FIXED-CUTTER AND
ROLLER-CONE DRILL BITS. THE TUBULAR TECHNOLOGY AND SERVICES SEGMENT
PROVIDES A FULL RANGE OF PREMIUM THREADED CONNECTIONS FOR CASING,
PRODUCTION TUBING AND OTHER ACCESSORY EQUIPMENT. THE MARINE PRODUCTS AND
SERVICES SEGMENT CONSISTS OF PROPRIETARY XL SYSTEMS MARINE CONNECTIONS FOR
LARGE BORE TUBULAR, INCLUDING DRIVE PIPE, JET STRINGS, CONDUCTOR CASING AND
TOP TENSION PRODUCTION RISERS. THE GROUP OPERATES IN THE UNITED STATES,
CANADA, LATIN AMERICA, ITALY AND ASIA.

Footnotes:
...for consignment
 and performance sales, revenue is recognized when the customer runs the
drill
 bit. **Customer** advances or deposits are deferred and recognized as
revenue when

the Company has completed all

2/3,K/37   (Item 3 from file: 101)
DIALOG(R)File 101:Disclosure Database(R)
(c) 2004 Thomson Financial. All rts. reserv.

00262660
XEROX CORP
Disclosure Co No: X039600000
Company Status: Active

Exchange: NYS
Ticker Symbol: XRX
Location of Incorporation: NY

Primary SIC Code: 3579
Other SIC Codes: 3577; 7359; 6159; 5111

Description of Business:
  THE GROUP' S PRINCIPAL ACTIVITIES ARE TO DEVELOP, MANUFACTURE, MARKET,
SERVICE AND FINANCE DOCUMENT PROCESSING PRODUCTS. IT ALSO PROVIDES DOCUMENT
SOLUTIONS INCLUDING HARDWARE, SERVICES AND SOFTWARE. THE GROUP OPERATES
THROUGH FOUR SEGMENTS: PRODUCTION, OFFICE, DEVELOPING MARKETS OPERATIONS (D
MO) AND OTHER. THE PRODUCTS OF THE GROUP INCLUDE MONOCHROME PRODUCTION
PUBLISHING, PRODUCTION PRINTING, PRODUCTION LIGHT-LENS DEVICES, COLOR
PUBLISHING AND PRINTING DEVICES, COLOR LASER, SOLID INK AND MONOCHROME
LASER DESKTOP PRINTERS, DIGITAL COPIERS AND FACSIMILE PRODUCTS. IN EUROPE,
AFRICA, THE MIDDLE EAST, INDIA AND PARTS OF ASIA, THE GROUP DISTRIBUTE ITS
PRODUCTS THROUGH XEROX LIMITED AND RELATED COMPANIES. THE GROUP OPERATE IN
OVER 130 COUNTRIES WORLDWIDE AND DISTRIBUTE THE PRODUCTS IN THE WESTERN
HEMISPHERE THROUGH DIVISIONS, WHOLLY-OWNED SUBSIDIARIES AND THIRD-PARTY
DISTRIBUTORS.

Footnotes:
...These contractual lease arrangements typically include
 equipment, service, supplies and financing components for which the
customer
 pays a single negotiated price for all elements. These arrangements
typically
 also include a variable...

...order for us to determine that such lease prices are indicative
 of fair value. Our **pricing** interest rates, which are used to determine
customer
 lease payments, are developed based upon a...

...and the customer's credit history, industry
 and credit class. Effective January 1, 2004, the **pricing** rates will be
reassessed quarterly based on changes in local prevailing rates in the
marketplace...

...by twenty-five
 basis points or more, cumulatively, from the last rate in effect. The
pricing
 interest rates, generally equal the implicit rates within the leases, as
 corroborated by our comparisons...

...... Related

2/3,K/38   (Item 4 from file: 101)
DIALOG(R)File 101:Disclosure Database(R)
(c) 2004 Thomson Financial. All rts. reserv.

00029265
COMPAQ COMPUTER CORP
Disclosure Co No: C559500000
Company Status: Inactive* Acquired by Hewlett-Packard Co., 05/2002

Exchange: OTH
Ticker Symbol: N/A
Location of Incorporation: DE

Primary SIC Code: 3571
Other SIC Codes: 3575; 7378; 7372

Description of Business:
  THE GROUP'S PRINCIPAL ACTIVITIES ARE TO DESIGN, DEVELOP, MANUFACTURE AND
MARKET INFORMATION TECHNOLOGY EQUIPMENT, SOFTWARE, SERVICES AND SOLUTIONS,
COMMUNICATION PRODUCTS, PERSONAL DESKTOP, NOTEBOOK COMPUTERS, PERSONAL
ENTERTAINMENT AND INTERNET ACCESS DEVICES. THE GROUP OPERATES UNDER THREE
SEGMENTS. THE ENTERPRISE COMPUTING SEGMENT DESIGNS, DEVELOPS, MANUFACTURES
AND MARKETS ADVANCED COMPUTING AND TELECOMMUNICATIONS PRODUCTS AND
SOLUTIONS FOR ENTERPRISE CUSTOMERS. THE ACCESS SEGMENT DELIVERS PRODUCTS
AND SOLUTIONS DESIGNED TO PROVIDE HOME AND BUSINESS USERS, ACCESS TO
INFORMATION, COMMUNICATION AND ENTERTAINMENT. THE COMPAQ GLOBAL SERVICES
SEGMENT DELIVERS INFORMATION TECHNOLOGY SOLUTIONS TO CUSTOMERS. THE GROUP'S
MAJOR CUSTOMERS ARE BUSINESS ENTERPRISES, GOVERNMENTS AND EDUCATIONAL
INSTITUTIONS. THE GROUP OPERATES MAINLY IN NORTH AMERICA, ASIA-PACIFIC AND
JAPAN. ACCESS ACCOUNTED FOR 45% OF 2001 REVENUES; ENTERPRISE COMPUTING, 32%
AND COMP

Full record with Footnotes in Fmt 9

Management Discussion:
...2001 compared with 2000 due to lower revenue, driven by weak economic
conditions and competitive **pricing** . Gross margin in 2001 was relatively
unchanged as a percentage of revenue. Gross margin in 2000 included charges
related to a **customer   benefit** program that Compaq put in place to
mitigate the impact of its decision to cease...

...compared with 1999, despite relatively unchanged revenue and the impact
to gross margin of the **customer   benefit** program, due to a reduction in
operating expense of 12 percent that was driven by...

2/3,K/39   (Item 1 from file: 119)
DIALOG(R)File 119:Textile Technol.Dig.
(c) 2003 EBSCO Publishing. All rts. reserv.

0607723   06172/97
  ProfitPoint Software Revolutionizes Profitability-By-Account Analyses.
  Kuperman A.
  MR Weiser & Co
  Textile Rental 80, No. 9: 98+, 2 pages (May 1997).
  Publication Year: 1997
  CODEN: TERNDQ; TERN

    ... years ago. New ProfitPoint PBA software allows textile rental
operators to identify unprofitable customers, set **pricing** policies, and
identify plant inefficiencies. ProfitPoint automates the procedures

outlined in TRSA's Profitability by...

... Microsoft Windows '95 and 3.1, provides easy to use templates for cost studies and **customer profit** analyses. Its intent is to make PBA analyses more practical to conduct and more useful...

2/3,K/40   (Item 1 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2004 The Gale Group. All rts. reserv.

13222363   SUPPLIER NUMBER: 71836742   (USE FORMAT 7 OR 9 FOR FULL TEXT)
Outlook for Oeics.(Brief Article)
Higginbotham, Robert
Money Marketing, 88
Feb 15, 2001
DOCUMENT TYPE: Brief Article   ISSN: 0958-3769   LANGUAGE: English
RECORD TYPE: Fulltext
WORD COUNT: 840   LINE COUNT: 00068

...   no doubt that multi-class structures can provide customer benefit through the creation of smart **pricing** structures. It still has to be the case that the long-term objective for any...

2/3,K/41   (Item 2 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2004 The Gale Group. All rts. reserv.

11075202   SUPPLIER NUMBER: 54738691   (USE FORMAT 7 OR 9 FOR FULL TEXT)
Getting 'Euro-phoria.'.(impact of euro on carriers and shippers)
Douglas, Don
Air Cargo World, 89, 5, 40(5)
May, 1999
ISSN: 0745-5100   LANGUAGE: English   RECORD TYPE: Fulltext
WORD COUNT: 2441   LINE COUNT: 00194

...   In the near future, in transparent markets, price differences must be based on perceptible additional **customer benefit** which means that differentiation is possible only via the product itself."
        For all the hand...

2/3,K/42   (Item 3 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2004 The Gale Group. All rts. reserv.

10212265   SUPPLIER NUMBER: 20538068   (USE FORMAT 7 OR 9 FOR FULL TEXT)
Product pricing risk.
Smith, Stanley D.; Frieder, Larry A.
ABA Banking Journal, v90, n4, p46(4)
April, 1998
ISSN: 0194-5947   LANGUAGE: English   RECORD TYPE: Fulltext; Abstract
WORD COUNT: 2716   LINE COUNT: 00334

...   dilemma, a significant part of the customer profit and risk equation remains dangerously neglected-product- **pricing** risk.
    As multiproduct firms operating in numerous different product markets, banks face many different types...

2/3,K/43   (Item 4 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2004 The Gale Group. All rts. reserv.

10020688   SUPPLIER NUMBER: 20303516   (USE FORMAT 7 OR 9 FOR FULL TEXT)
Piecing the puzzle together -- IBM Adding Muscle To Supply-Chain
  Re-Engineering -- Names channel veteran to head new organization.(David
  Boucher to head IBM's Advanced Fulfillment Initiative (AFI) organization)
  (Company Business and Marketing)(Brief Article)
Zarley, Craig
Computer Reseller News, n773, p95(1)
Jan 26, 1998
DOCUMENT TYPE: Brief Article   ISSN: 0893-8377   LANGUAGE: English
RECORD TYPE: Fulltext
WORD COUNT: 517   LINE COUNT: 00041

...   go through the first quarter, the customer benefit starts to come
through in terms of **pricing** and the value-added services the channel can
provide.
     "We want to get the whole...

2/3,K/44   (Item 5 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2004 The Gale Group. All rts. reserv.

09883912   SUPPLIER NUMBER: 19978194   (USE FORMAT 7 OR 9 FOR FULL TEXT)
1973. (a history of the electronics industry)(EE Times Chronicles:
  1972-1997) (Industry Trend or Event)
Rostky, George
Electronic Engineering Times, n978, p156(3)
Oct 30, 1997
ISSN: 0192-1541   LANGUAGE: English   RECORD TYPE: Fulltext; Abstract
WORD COUNT: 2534   LINE COUNT: 00197

...   in using predatory pricing and marketing strategy having no
relationship to technological skill, foresight or **customer   benefit** . IBM
said it would appeal.
     Meanwhile, a battle of watches was raging. Harry B. Henshel...

2/3,K/45   (Item 6 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2004 The Gale Group. All rts. reserv.

09073086   SUPPLIER NUMBER: 18826067   (USE FORMAT 7 OR 9 FOR FULL TEXT)
TCG is first competitive local exchange carrier to offer industry-standard
  ISDN service.
Business Wire, p11051101
Nov 5, 1996
LANGUAGE: English   RECORD TYPE: Fulltext
WORD COUNT: 574   LINE COUNT: 00052

...   video applications."
     According to Grabowich, a key customer benefit of PrimePlex is an
easily understood **pricing** structure under month-to-month or annual
commitments. "Consistent with its overall **pricing** policy, TCG has
demystified the typically convoluted **pricing** scheme for
incumbent-provided ISDN services," he said. "Rather than confusing

customers with up to...

2/3,K/46 **(Item 7 from file: 148)**
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2004 The Gale Group. All rts. reserv.

05756695   SUPPLIER NUMBER: 11771172   (USE FORMAT 7 OR 9 FOR FULL TEXT)
NEW VOLUME LONG-DISTANCE DISCOUNTS OFFERED FROM MICHIGAN BELL
PR Newswire, 0131A5571
Jan 31, 1992
LANGUAGE: ENGLISH   RECORD TYPE: FULLTEXT
WORD COUNT: 486   LINE COUNT: 00038

...   savings over normal 800 service costs," said Spencer.
    The new pricing plans are yet another **customer benefit** the
company is offering as the result of the state's new telecommunications law
which...

2/3,K/47 **(Item 8 from file: 148)**
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2004 The Gale Group. All rts. reserv.

04614585   SUPPLIER NUMBER: 09091085   (USE FORMAT 7 OR 9 FOR FULL TEXT)
Update '90. (Institutional Distribution's food industry seminar, Chicago)
Institutional Distribution, v26, n7, p52(8)
June, 1990
ISSN: 0020-3572   LANGUAGE: ENGLISH   RECORD TYPE: FULLTEXT
WORD COUNT: 4300   LINE COUNT: 00346

...   and how to read and impact customer profit-and-loss statements. Put
the emphasis on **pricing** strategies. Don't just tell me how low we can go
on ketchup, tell me...

2/3,K/48 **(Item 9 from file: 148)**
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2004 The Gale Group. All rts. reserv.

03672795   SUPPLIER NUMBER: 06487450   (USE FORMAT 7 OR 9 FOR FULL TEXT)
Safeway uses exotic food to target ethnic shoppers.
DeIuliis, Elizabeth
Supermarket News, v38, n28, p42(2)
July 11, 1988
ISSN: 0039-5803   LANGUAGE: ENGLISH   RECORD TYPE: FULLTEXT
WORD COUNT: 1013   LINE COUNT: 00081

...   can be a high-volume item without sacrificing greater selection."
    Another customer benefit is lower **pricing** . Targeting products to a
particular market results in high-volume sales and reduced shrink, enabling
...

2/3,K/49 **(Item 10 from file: 148)**
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2004 The Gale Group. All rts. reserv.

02176518   SUPPLIER NUMBER: 03556962   (USE FORMAT 7 OR 9 FOR FULL TEXT)
Store-door cost can cut price slashing.

Zimmerman, Susan
Supermarket News, v34, p8(1)
Dec 10, 1984
ISSN: 0039-5803   LANGUAGE: ENGLISH   RECORD TYPE: FULLTEXT
WORD COUNT: 725   LINE COUNT: 00057

...   occurred.
        He said predatory pricing exists when companies rely not on
cost-effective concepts and **customer - benefit** mix to gain market share,
but rather rely on sustained below-cost selling. In the...

 2/3,K/50   (Item 1 from file: 180)
DIALOG(R)File 180:Federal Register
(c) 2004 format only The DIALOG Corp. All rts. reserv.

DIALOG Accession Number: 03242188   Supplier Number: 69059147
Standardization of Generator Interconnection Agreements and Procedures
Volume: 69   Issue: 59   Page: 15932
CITATION NUMBER: 69 FR 15932
Date: Friday, March 26, 2004

TEXT:

 2/3,K/51   (Item 2 from file: 180)
DIALOG(R)File 180:Federal Register
(c) 2004 format only The DIALOG Corp. All rts. reserv.

DIALOG Accession Number: 02434668   Supplier Number: 970301421
Promoting Wholesale Competition Through Open Access Non-Discriminatory
** Transmission Services by Public Utilities; Recovery of Stranded Costs by**
** Public Utilities and Transmitting Utilities**
Volume: 62   Issue: 50   Page: 12274
CITATION NUMBER: 62 FR 12274
Date: FRIDAY, MARCH 14, 1997

TEXT:
...propose any method of collecting expansion costs that is consistent with
the Commission's transmission **pricing** policy.267 The Commission explained
that "or" **pricing** sends the proper price signal to customers and promotes
efficiency and further indicated that "and" **pricing** will not be allowed.

 Note 267 FERC Stats. & Regs. at 31,741; mimeo at 312...

... disproportionate   share   of   the   transmission   burden   relative   to
transmission owners under the Commission's "or" **pricing** policy.
 According to TDU Systems, transmission owners should be required to permit
customers to substitute...
... a filing be made to add transmission investment. However, consistent
with the Commission's transmission **pricing** principles in effect prior to
Order No. 888, a decision to price transmission on an...

...a section 205 filing.

 The Final Rule also does not change the Commission's transmission **pricing**
 policies. Under our transmission **pricing**   policy, a utility is still
permitted to charge the higher of incremental expansion costs "or...

2/3,K/52   (Item 1 from file: 241)
DIALOG(R)File 241:Elec. Power DB
(c) 1999 Electric Power Research Inst.Inc. All rts. reserv.

0025002   EPRI ACCESSION NO: 2584300
   Demand-Side Management (DSM) Technology Assessment
   CONTRACT/GRANT NO.: NMPC-NEW-23
   RECORD TYPE: Contract
   EPRI PROJECT STATUS: 02 Completed
   INVESTIGATING ORG.: Niagara Mohawk Power Corp.   (NMPC)
      CONTACT: Devendorf, David H.
               (315) 428-5007
   PROJECT START DATE: 920101   PROJECT COMPLETION DATE: 951231

2/3,K/53   (Item 1 from file: 249)
DIALOG(R)File 249:PIRA Mgt. & Mktg. Abs.
(c) 2004 Pira International. All rts. reserv.

00204882   Pira Acc. Num.: A30042450
 Title: E-pricing offers marketing greater price flexibility
  Authors: Reineke B; Victor S
  Source: Absatzwirtschaft   vol. 44, no. 12, Dec. 2001, pp 34-37
  ISSN: 0001-3374
  Publication Year: 2001
  Document Type: Journal Article
  Record Type: ABSTRACT
  Language: German

   ...Abstract: costs   provide   gre ater price flexibility. The three basic
price determinant f actors of competition, **customer   benefit** and cost
also apply to Internet sales. In addition, proactive e- **pricing** and lo wer
costs allow individualised   services to be offered. Elec tronic commerce
pricing strategies include reverse auctions and true customer driven
pricing in which the supplier cho oses whether or not to accept a bid. In
non-linear **pricing** , used with incentives, the price is determined by how
attra ctive the product or service...

... suppliers refund the difference if the purch aser finds a cheaper
source. Excessively aggressive online **pricing** is likely to be limited by
the risk of counter acti on by competitors and...

2/3,K/54   (Item 1 from file: 267)
DIALOG(R)File 267:Finance & Banking Newsletters
(c) 2004 The Dialog Corp. All rts. reserv.

00002684
DATA MARTS PROVIDE BANKS FASTER, CHEAPER MINING TOOL
BANK AUTOMATION NEWS
December 11, 1996 VOL: 8 ISSUE: 24 DOCUMENT TYPE: NEWSLETTER
PUBLISHER: PHILLIPS BUSINESS INFORMATION
LANGUAGE: ENGLISH   WORD COUNT: 1133   RECORD TYPE: FULLTEXT

       (c) PHILLIPS PUBLISHING INTERNATIONAL All Rts. Reserv.

TEXT:
...There are really two
reasons to develop a data mart -- time to market and economics.
[**Pricing**] varies depending on installed infrastructure. But [banks]

2221-Apr-0405:09 PM

should get a working prototype built within 90...

...view so that they maintain consistent algorithms across all
departments, say sources.
    Contrasting definitions of **customer** , **profit** and product may lead
to differing data mart construction models, warns Eckerson.
    If departments don...

 2/3,K/55   (Item 1 from file: 340)
DIALOG(R)File 340:CLAIMS(R)/US Patent
(c) 2004 IFI/CLAIMS(R). All rts. reserv.

10279094   2003-0023497
E/SYSTEM AND METHOD FOR MANAGING INTERNET TRADING NETWORKS
Inventors: Broden Theresa W (US); Godoy Glenn C (US); Murphy Jane M (US);
    Musa Mark A (US); Wilson Sherry L (US)
Assignee: International Business Machines Corp
Assignee Code: 42640

	Publication		Application	
Kind	Number	Date	Number	Date
	A1 US 20030023497	20030130	US 2001798598	20010302
Priority Applic:			US 2001798598	20010302

Non-exemplary Claims: ...or service; a trading network portfolio item
    entity for facilitating supplier offering assignment to a **customer
    benefit** package; a set of management controls for ensuring underlying
    applications use of membership attributes match agreement terms; and a
    flexible membership **pricing** structure for facilitating billing
    appropriate to a given customer agreement...

 2/3,K/56   (Item 2 from file: 340)
DIALOG(R)File 340:CLAIMS(R)/US Patent
(c) 2004 IFI/CLAIMS(R). All rts. reserv.

10218020   2002-0161727
E/METHODS AND SYSTEMS FOR ELECTRONICS ASSEMBLY SYSTEMS PRICING ·AND
    CUSTOMER   BENEFIT **SHARING**
Inventors: Duck Anthony Peter (US); Gray Robert (US); Mair Thomas (DE);
    Nguyen Tuan (US); Rawles Ian (US)
Assignee: Unassigned Or Assigned To Individual
Assignee Code: 68000

	Publication		Application	
Kind	Number	Date	Number	Date
	A1 US 20020161727	20021031	US 2001873023	20010601
Priority Applic:			US 2001873023	20010601
Provisional Applic:			US 60-208664	20000601
			US 60-280679	20010330

METHODS AND SYSTEMS FOR ELECTRONICS ASSEMBLY SYSTEMS PRICING **AND**
CUSTOMER   BENEFIT **SHARING**

Exemplary Claim: ...customer comprising the steps of: a. predicting, with
    the aid of a computer model, a **customer   benefit** to be realized

through the use of the electronics assembly system solution; b.
generating a **customer benefit** guarantee based on the predicted
customer benefit ; and c. communicating a message relating to the
customer benefit guarantee associated with the predicted **customer
benefit** .

2/3,K/57   (Item 1 from file: 345)
DIALOG(R)File 345:Inpadoc/Fam.& Legal Stat
(c) 2004 EPO. All rts. reserv.

17415994
Basic Patent (No,Kind,Date): WO 200193117 A2 20011206   <No. of Patents:
006>
   **ELECTRONICS ASSEMBLY SYSTEMS CUSTOMER BENEFIT MODELING TOOLS AND METHODS
      OUTILS ET PROCEDES DE MODELISATION PERSONNALISEE POUR SYSTEMES
      D'ASSEMBLAGE DE COMPOSANTS ELECTRONIQUE** (English)
Patent Assignee: SIEMENS DEMATIC ELECTRONICS AS (US)
Author (Inventor): NGUYEN TUAN; DUCK ANTHONY PETER; RAWLES IAN; MAIR THOMAS
   ; GRAY ROBERT
Designated States :   (National) AE; AG; AL; AM; AT; AU; AZ; BA; BB; BG; BR
   ; BY; BZ; CA; CH; CN; CR; CU; CZ; DE; DK; DM; DZ; EE; ES; FI; GB; GD;
   GE; GH; GM; HR; HU; ID; IL; IN; IS; JP; KE; KG; KP; KR; KZ; LC; LK; LR;
   LS; LT; LU; LV; MA; MD; MG; MK; MN; MW; MX; MZ; NO; NZ; PL; PT; RO; RU;
   SD; SE; SG; SI; SK; SL; TJ; TM; TR; TT; TZ; UA; UG; UZ; VN; YU; ZA; ZW
   (Regional) GH; GM; KE; LS; MW; MZ; SD; SL; SZ; TZ; UG; ZW; AM; AZ; BY; KG
   ; KZ; MD; RU; TJ; TM; AT; BE; CH; CY; DE; DK; ES; FI; FR; GB; GR; IE;
   IT; LU; MC; NL; PT; SE; TR; BF; BJ; CF; CG; CI; CM; GA; GN; GW; ML; MR;
   NE; SN; TD; TG
Filing Details: WO 300000 Without international search report and to be
republished upon receipt of that report
IPC: *G06F-017/50;
Language of Document: English
Patent Family:

Patent No	Kind	Date	Applic No	Kind	Date	
AU 200175168	A5	20011211	AU 200175168	A	20010601	
US 20020082816	AA	20020627	US 872401	A	20010601	
US 20020107677	AA	20020808	US 873021	A	20010601	
US 20020161727	AA	20021031	US 873023	A	20010601	
WO 200193117	A2	20011206	WO 2001US17926	A	20010601	(BASIC)
WO 200193117	A3	20020718	WO 2001US17926	A	20010601	

Priority Data (No,Kind,Date):
   US 208664 P 20000601
   US 280679 P 20010330
   WO 2001US17926 W 20010601
   US 872401 A 20010601
   US 873021 A 20010601
   US 873023 A 20010601

Dialog File: Inpadoc/Fam.& Legal Stat_1968-2004/UD=200416

2/3,K/58   (Item 1 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
(c) 2004 WIPO/Univentio. All rts. reserv.

00859477   **Image available**
**ELECTRONICS ASSEMBLY SYSTEMS CUSTOMER BENEFIT MODELING TOOLS AND METHODS
OUTILS ET PROCEDES DE MODELISATION PERSONNALISEE POUR SYSTEMES D'ASSEMBLAGE
   DE COMPOSANTS ELECTRONIQUE**

Patent Applicant/Assignee:
  SIEMENS DEMATIC ELECTRONICS ASSEMBLY SYSTEMS INC, 2875 Northwoods
    Parkway, Norcross, GA 30071-1535, US, US (Residence), US (Nationality)
Inventor(s):
  NGUYEN Tuan, 730 Henley Court, Duluth, GA 20097, US,
  DUCK Anthony Peter, 5326 Tortuga Trail, Austin, TX 78731, US,
  RAWLES Ian, 495 Persimmon Lane, Roswell, GA 30076, US,
  MAIR Thomas, Linden Allee 27, 82061 Nueried, DE,
  GRAY Robert, 5730 Lake Windsor Pky, Buford, GA 30518, US,
Legal Representative:
  NUZZI Frank J (et al) (agent), Siemens Corporation - Intellectual
    Property Dept., 186 Wood Ave. South, Iselin, NJ 08830, US,
Patent and Priority Information (Country, Number, Date):
  Patent: WO 200193117 A2-A3 20011206 (WO 0193117)
  Application: WO 2001US17926 20010601 (PCT/WO US0117926)
  Priority Application: US 2000208664 20000601; US 2001280679 20010330
Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ
  DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ
  LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG
  SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW
  (EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR
  (OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG
  (AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW
  (EA) AM AZ BY KG KZ MD RU TJ TM
Publication Language: English
Filing Language: English
Fulltext Word Count: 22118

Fulltext Availability:
  Detailed Description
  Claims

Detailed Description
... assembly lines and other systems. In particular, the present
  invention provides an easy-to-use **customer** **benefit** modeling tool that
  is
  readily adaptable for use in the electronic assembly systems equipment
  and/or solutions areas. It enables a method for applying **customer**
  benefit modeling to permit new **pricing** and financing arrangements for
  the electronic assembly systems, equipment and solutions areas, and
  (inverted exclamation...

...sales process that employs these modeling approaches. For
  example, consultants and others may employ the **customer** **benefit**
  modeling
  to develop performance-based contracts for configuring and/or selling of
  assembly and,/or...specific goals; and to quantify and show the customer
  benefit of the proposed solution.

  The **customer** **benefit** tool of the present invention enables unique and
  innovative sales and marketing techniques by offering...

...g. throughput, yield, OEE, COO, unit assembly
  cost). The present invention also offers gain share **pricing** solutions
  packages.

  The tools and methods of the present invention may be used to model...
  aspect of the present invention is based on the recognition of the
  potential value of **customer** **benefit** sharing in the electronics
  assembly industry, as well as in the practicability of such an...
...is directed to a method

for pricing an electronics assembly system solution or configuration. A
customer benefit that might be realized through the adoption of a
proposed electronics assembly solution or configuration is predicted
(e.g., using the
methods and tools described above) at step 3402. A **customer benefit**
computation may involve any measure that affects a custorner's actual or
perceived valuation for...

...with any comfort stems from its ability to effectively use the methods
and tools for
customer benefit modefing described above. When a **customer benefit**

guarantee has been arrived at, it is then communicated to the customer at
step 3406...

...or solution to the customer at a price that is a function of the
guaranteed **customer benefit** . For example, the price may be
121
set as a mutually agreeable percentage of the...

...bind itself to receive
compensation, or fui(inverted exclamation mark) compensation, only if the
guaranteed **customer benefit** were actually to be realized.

Figure 35 shows an alternative approach for a purveyor of...

Claim
.... customer comprising the steps of:
a. predicting, with the aid of a computer model, a **customer
benefit** to be realized through the use of the electronics assembly
system
solution;
b. generating a **customer benefit** guarantee based on the
predicted **customer benefit** ; and
c. communicating a message relating to the **customer benefit**
guarantee associated with the predicted **customer benefit** .
130
. The method according to claim 35, in which the **customer
benefit** guarantee comprises a particular cost of ownership of the
electronics assembly system.

37 The method...

2/3,K/59   (Item 2 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
(c) 2004 WIPO/Univentio. All rts. reserv.

00807402   **Image available**
SYSTEMS AND METHODS OF ON-LINE BOOKING OF CRUISES, MATCHING CUSTOMER
    PREFERENCES WITH AVAILABLE OPTIONS, DISPLAYING CRUISE LINE PRICING
    DATA, COMPARING PRODUCT INFORMATION AND MAINTAINING CLIENT
    RELATIONSHIPS
SYSTEMES ET PROCEDES DE VENTE ET RESERVATION EN LIGNE DE CROISIERES
    CORRESPONDANT AUX PREFERENCES DES CLIENTS PARMI LES OPTIONS OFFERTES,
    PRESENTANT LES PRIX DES COMPAGNIES, COMPARANT LES INFORMATIONS SUR LES
    PRODUITS, ET ASSURANT LE SERVICE A LA CLIENTELE
Patent Applicant/Assignee:
  TRAVEL SERVICES INTERNATIONAL INC, 220 Congress Park Drive, Delray Beach,
    FL 33445, US, US (Residence), US (Nationality)

Inventor(s):
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  ELLIOTT Todd, 13610 Domoch Dr., Orlando, FL 32828, US,
  HELMS Kevin, 1217 Climbing Rose Dr., Orlando, FL 32118, US,
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  EVERHART-BROOKS Sharon, 18262 103rd Trail South, Boca Raton, FL 33498, US
    ,
  FERGUSON Bradley, 19077 Skyridge Circle, Boca Raton, FL 33498, US,
  FORMAN David A, 610 Anderson circle, #107, Deerfield Beach, FL 33441, US,

  HINTZ Samuel L, 898 N.W. 84th Drive, Coral Springs, FL 33071, US,
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  LESLIE Keith J, 1460 S.W. 72nd Ave., Plantation, FL 33317, US,
  LEVY Sandi B, 4668 S.W. 12th Place, Deerfiled Beach, FL 33442, US,
  LOCICERO Fred, 58 Carnegie Drive, Smithtown, NY 11787, US,
  LUNA Charlotte A, 9571 Lake Serena Dr., Boca Raton, FL 33496, US,
  NICKERSON Jeffrey A, 3663 Cocoplum Circle, Coconut Creek, FL 33063, US,
Legal Representative:
  DELANEY Karoline A (agent), Knobbe, Martens, Olson And Bear, Llp, 620
    Newport Center Drive, 16th Floor, Newport Beach, CA 92660, US,
Patent and Priority Information (Country, Number, Date):
  Patent: WO 200140978 A2 20010607 (WO 0140978)
  Application: WO 2000US32875 20001202 (PCT/WO US0032875)
  Priority Application: US 99168871 19991203
Designated States: AE AG AL AM AT AT (utility model) AU AZ BA BB BG BR BY
  BZ CA CH CN CR CU CZ CZ (utility model) DE DE (utility model) DK DK
  (utility model) DM DZ EE EE (utility model) ES FI FI (utility model) GB
  GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KR (utility model) KZ LC LK
  LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK
  SK (utility model) SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW
  (EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR
  (OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW
(EA) AM AZ BY KG KZ MD RU TJ TM
Publication Language: English
Filing Language: English
Fulltext Word Count: 56260

Fulltext Availability:
  Detailed Description

Detailed Description
... one embodiment is that customer qualification may serve as a
   preliminary screening aid to facilitate **pricing** comparisons. By
   removing cruises which do not meet a customer's needs, customer
   qualification narrows...
...amounts of cruise information in a short period of time, both the travel
   agent and **customer benefit** by reducing the time spent assessing
   non-optimal cruise information and improving the booking experience...

2/3,K/60   (Item 3 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
(c) 2004 WIPO/Univentio. All rts. reserv.

00806384
**NETWORK AND LIFE CYCLE ASSET MANAGEMENT IN AN E-COMMERCE ENVIRONMENT AND
    METHOD THEREOF**
**GESTION D'ACTIFS DURANT LE CYCLE DE VIE ET EN RESEAU DANS UN ENVIRONNEMENT
    DE COMMERCE ELECTRONIQUE ET PROCEDE ASSOCIE**
Patent Applicant/Assignee:
  ACCENTURE LLP, 1661 Page Mill Road, Palo Alto, CA 94304, US, US
     (Residence), US (Nationality)
Inventor(s):
  MIKURAK Michael G, 108 Englewood Blvd., Hamilton, NJ 08610, US,
Legal Representative:
  HICKMAN Paul L (agent), Oppenheimer Wolff & Donnelly, LLP, 38th Floor,
     2029 Century Park East, Los Angeles, CA 90067-3024, US,
Patent and Priority Information (Country, Number, Date):
  Patent: WO 200139030 A2 20010531 (WO 0139030)
  Application: WO 2000US32324 20001122 (PCT/WO US0032324)
  Priority Application: US 99444775 19991122; US 99447621 19991122
Designated States: AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CU CZ DE DK
  DZ EE ES FI GB GE GH GM HR HU ID IL IS JP KE KG KP KR KZ LC LK LR LS LT
  LU LV MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR
  TT UA UG UZ VN YU ZW
  (EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR
  (OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG
  (AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW
  (EA) AM AZ BY KG KZ MD RU TJ TM
Publication Language: English
Filing Language: English
Fulltext Word Count: 171499

Fulltext Availability:
  Detailed Description

Detailed Description
... a flowchart illustrating media communication over the hybrid network
   of the present invention. When a **customer** initiates a use of the hybrid
   network, the hybrid network, in a first step 2700...

2821-Apr-0405:09 PM

2/3,K/61   (Item 4 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
(c) 2004 WIPO/Univentio. All rts. reserv.

00806382
METHOD FOR AFFORDING A MARKET SPACE INTERFACE BETWEEN A PLURALITY OF MANUFACTURERS AND SERVICE PROVIDERS AND INSTALLATION MANAGEMENT VIA A MARKET SPACE INTERFACE
PROCEDE DE MISE A DISPOSITION D'UNE INTERFACE D'ESPACE DE MARCHE ENTRE UNE PLURALITE DE FABRICANTS ET DES FOURNISSEURS DE SERVICES ET GESTION D'UNE INSTALLATION VIA UNE INTERFACE D'ESPACE DE MARCHE
Patent Applicant/Assignee:
  ACCENTURE LLP, 1661 Page Mill Road, Palo Alto, CA 94304, US, US
    (Residence), US (Nationality)
Inventor(s):
  MIKURAK Michael G, 108 Englewood Blvd., Hamilton, NJ 08610, US,
Legal Representative:
  HICKMAN Paul L (et al) (agent), Oppenheimer Wolff & Donnelly LLP, 1400
    Page Mill Road, Palo Alto, CA 94304, US,
Patent and Priority Information (Country, Number, Date):
  Patent: WO 200139028 A2 20010531 (WO 0139028)
  Application: WO 2000US32308 20001122 (PCT/WO US0032308)
  Priority Application: US 99444773 19991122; US 99444798 19991122
Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ
  DE DK DM DZ EE ES FI GB GE GH GM HR HU ID IL IS JP KE KG KP KR KZ LC LK
  LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK
  SL TJ TM TR TT TZ UA UG UZ VN YU ZW
  (EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR
  (OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG
  (AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW
  (EA) AM AZ BY KG KZ MD RU TJ TM
Publication Language: English
Filing Language: English
Fulltext Word Count: 170977

Fulltext Availability:
  Detailed Description

Detailed Description
... process handles customer inquiries about bills, and is responsible to
  resolve billing problems to the **customer** 's satisfaction. The aim is to
  provide a correct bill and, if there is a...

2/3,K/62   (Item 1 from file: 476)
DIALOG(R)File 476:Financial Times Fulltext
(c) 2004 Financial Times Ltd. All rts. reserv.

0011553836 A2004031680C-12A-FT
CREATIVE BUSINESS - Richard Tait: No limits now for Sky The Five news deal has given the broadcaster a vital terrestrial foothold
RICHARD TAIT
Financial Times, Surveys CRE ED, P 4
Tuesday, March 16, 2004
DOCUMENT TYPE: NEWSPAPER LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
SECTION HEADING: CREATIVE BUSINESS - Richard Tait
Word Count: 1,119

...a future, eventually, as a wholly-owned cost centre for ITV, rather than
the multi- **customer** , **profit** -driven company that the 1992 Broadcasting

Act envisaged. The uniquely British model of an independent...

...TV channels looks like being the long-term casualty of this deal. Sky's aggressive **pricing** and the broadcasters' desire to cut costs has made providing news programmes a low-margin...

2/3,K/63   (Item 2 from file: 476)
DIALOG(R)File 476:Financial Times Fulltext
(c) 2004 Financial Times Ltd. All rts. reserv.

0011553800 A20040315151F1-1-DFT
No limits now for Sky
RICHARD TAIT
FT.COM SITE
Monday, March 15, 2004
DOCUMENT TYPE: NEWSPAPER LANGUAGE: ENGLISH   RECORD TYPE: FULLTEXT
Word Count: 1,118

...a future, eventually, as a wholly-owned cost centre for ITV, rather than the multi- **customer ,** **profit** -driven company that the 1992 Broadcasting Act envisaged. The uniquely British model of an independent...

...TV channels looks like being the long-term casualty of this deal. Sky's aggressive **pricing** and the broadcasters' desire to cut costs has made providing news programmes a low-margin...

2/3,K/64   (Item 1 from file: 483)
DIALOG(R)File 483:Newspaper Abs Daily
(c) 2004 ProQuest Info&Learning. All rts. reserv.

04601523
How To Make Real Gains in The Efficiency Ratio
Harper, Rodgers L
American Banker, p 6A, col 1
 Jun 16, 1997
 ISSN: 0002-7561   NEWSPAPER CODE: AB
 DOCUMENT TYPE: Commentary; Newspaper
 LANGUAGE: English   RECORD TYPE: ABSTRACT
 LENGTH: Long (18+ col inches)

...ABSTRACT: behavior and preferences. The result is many dislocations among the cost of service transactions, product **pricing ,** and value perceived by customers. The new approach, however, identifies dislocations among revenue and cost-to-serve by customer. It also combines **customer profit** information with insights about customer needs, attitudes, and behaviors to align cost with perceived value.

2/3,K/65   (Item 1 from file: 553)
DIALOG(R)File 553:Wilson Bus. Abs. FullText
(c) 2004 The HW Wilson Co. All rts. reserv.

04853588   H.W. WILSON RECORD NUMBER: BWBA02103588   (USE FORMAT 7 FOR FULLTEXT)
Competitive price discrimination.
Armstrong, Mark
Vickers, John
The Rand Journal of Economics (Rand J Econ) v. 32 no4 (Winter 2001) p.

579-605
LANGUAGE: English
WORD COUNT: 15996

   (USE FORMAT 7 FOR FULLTEXT)

TEXT:
...   and let $v(p)$ be that associated with q. Let pi(u) be the per-
customer **profit** function in market i, so that pi(vi(pi)) = qi(pi)(pi -
c) as in...

...i(c)/qi(c) be the elasticity of demand in market i with marginal-cost
pricing . Without loss of generality, suppose that markets are labelled so
that market 1 is the...

  2/3,K/66   (Item 1 from file: 613)
DIALOG(R)File 613:PR Newswire
(c) 2004 PR Newswire Association Inc. All rts. reserv.

01115388   20040219NYTH066   (USE FORMAT 7 FOR FULLTEXT)
Innovative Integration Launches LOBO, Industry's First PCI
PR Newswire
Thursday, February 19, 2004   09:06 EST
JOURNAL CODE: PR LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
DOCUMENT TYPE: NEWSWIRE
WORD COUNT: 542

TEXT:
...or standard protocols such as FPDP, FPDP2 and
ChanneLink. This port arrangement is a tremendous **customer**   **benefit**
because it
makes development of custom add-on interface modules much simpler and more
robust...

...which includes a built-in version of
Pismo, Innovative Integration's proprietary toolset. Quantity one **pricing**
 for
Lobo is $7,000. A complete Lobo data sheet can be viewed at:
www...

  2/3,K/67   (Item 2 from file: 613)
DIALOG(R)File 613:PR Newswire
(c) 2004 PR Newswire Association Inc. All rts. reserv.

00241938   20000106DATH045   (USE FORMAT 7 FOR FULLTEXT)
**New Information on Compaq Website; Compaq Web Advisory: Microsoft Offers
Free Windows 2000 Upgrade on Selected Compaq Servers; Customers Can Buy
Now, Upgrade Later to Windows 2000 without Paying**
PR Newswire
Thursday, January 6, 2000   14:13 EST
JOURNAL CODE: PR LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
DOCUMENT TYPE: NEWSWIRE
WORD COUNT: 261

...offer, please visit Microsoft's' web site
at: http://www.microsoft.com/windows2000/guide/server/ **pricing** /techg.asp
   Customer   **Benefit** : Customers don't need to wait until Windows 2000
is

publicly available to upgrade their...

2/3,K/68   (Item 1 from file: 625)
DIALOG(R)File 625:American Banker Publications
(c) 2004 American Banker. All rts. reserv.

0186040
Plumbing the Telephone Banking Paradox: Why Lower Costs Don't Yield Bigger Profits
American Banker - August 5, 1996; Pg. 18A; Vol. 161, No. 148
DOCUMENT TYPE: Journal   LANGUAGE: English   RECORD TYPE: Fulltext
WORD COUNT: 1,030

TEXT:
...agents with information about which
customers to approach proactively, with what product, and for what
 customer - benefit reason.
  A lot of money is at stake here. Results to date are generally
frustrating...

...And how do fulfillment
capabilities need to straddle or support those customers?
  What is the **pricing** strategy for telephone banking

2/3,K/69   (Item 2 from file: 625)
DIALOG(R)File 625:American Banker Publications
(c) 2004 American Banker. All rts. reserv.

0122218
Trust Program Led Way to Retail Funds
American Banker - November 18, 1991; Pg. 9A; Vol. 156, No. 222
WORD COUNT: 630

BYLINE:
By JIM RUBENSTEIN

TEXT:
...planning" tuition investments through the funds.
Training Branch Employees
    The company also promotes its "daily **pricing** " feature, which is
considered by many banks to be an attractive retail **customer   benefit** .
Customers, said Mr. Melone, like the idea of being able to get over-the
counter...

...losing interest or capital growth. That is
not the case with common trust funds, where **pricing** is administered
monthly.
    This benefit and others are touted by branch employees, who are
trained...

2/3,K/70   (Item 1 from file: 635)
DIALOG(R)File 635:Business Dateline(R)
(c) 2004 ProQuest Info&Learning. All rts. reserv.

0757652 97-16184
Bell Atlantic to tailor plans to match needs
Cullen, Jim

Washington Times (Washington, DC, US) pD19
PUBL DATE: 961118
WORD COUNT: 731
DATELINE: Washington, DC, US, South Atlantic

TEXT:

    ...re free to match those numbers. Our intention is to be very
competitive on our **pricing** . Part of our ability to do that is we have a
network in place. Forty...

    ...in our territory and could be handled by our network today. So there's
great **customer** **benefit** to our being in long distance.

    If you're a customer who uses Caller ID...

2/3,K/71   **(Item 1 from file: 636)**
DIALOG(R)File 636:Gale Group Newsletter DB(TM)
(c) 2004 The Gale Group. All rts. reserv.

04115553   Supplier Number: 54081425   (USE FORMAT 7 FOR FULLTEXT)
Measuring profitability.
Bank Marketing International, n102, pNA
March, 1999
Language: English   Record Type: Fulltext
Document Type: Newsletter; Trade
Word Count: 1746

    (USE FORMAT 7 FOR FULLTEXT)
TEXT:
...service to the customer by simple allocation methods. Using traditional
'top-down' methods of measuring **customer** **profit** , product profit data
was simply allocated using a few customer characteristics such as balance,
rates...must view another allocation methodology called activity-based
costing (ABC), the use of funds transfer **pricing** and capital allocation
methodologies to really reflect the reality of the financial services
organisations. To...

...for a given activity that would reduce the overall cost of that
activity. Funds transfer **pricing** The financial services business is about
borrowing money (from depositors) at one rate and lending...
...up sale of its funds to treasury. The loans products are treated
similarly. Funds transfer **pricing** is a technique aimed at improving the
way internal costs are determined and allocated across...

...costs for purposes of determining product and service profitability is
replaced by a more rigorous **pricing** method based on the 'pretence' that
funds are placed in the open market. While the...

...approach does provide management with a better methodology from which to
approach product and service **pricing** in general. For purposes of a modern
profitability system, a robust funds transfer **pricing** capability allows
individual product **pricing** to be determined for individual customers
based on that customer's current and expected future...

2/3,K/72   **(Item 2 from file: 636)**
DIALOG(R)File 636:Gale Group Newsletter DB(TM)
(c) 2004 The Gale Group. All rts. reserv.

3321-Apr-0405:09 PM

01697628   Supplier Number: 42730052 (USE FORMAT 7 FOR FULLTEXT)
VOLUME LONG-DISTANCE DISCOUNTS OFFERED FROM MICHIGAN BELL
Telecommunications Alert, v9, n24, pN/A
Feb 4, 1992
Language: English   Record Type: Fulltext
Document Type: Newsletter; Trade
Word Count: 192

...   telephone credit card, America's Calling Card. Each also features
800 service discounts.
     The new **pricing** plans are yet another **customer   benefit** the
company is offering as the result of the state's new telecommunications law
which...

2/3,K/73   (Item 1 from file: 647)
DIALOG(R)File 647:CMP Computer Fulltext
(c) 2004 CMP Media, LLC. All rts. reserv.

01151010   CMP ACCESSION NUMBER: CRN19980126S0133
Piecing the puzzle together - IBM Adding Muscle To Supply- Chain
    Re-Engineering - Names channel veteran to head new organization
Craig Zarley
COMPUTER RESELLER NEWS, 1998, n 773, PG95
PUBLICATION DATE: 980126
JOURNAL CODE: CRN   LANGUAGE: English
RECORD TYPE: Fulltext
SECTION HEADING: Channel Assembly
WORD COUNT: 483

...   that it's right for the customer. . . . As we go through the first
quarter, the **customer   benefit** starts to come through in terms of
pricing and the value-added services the channel can provide.
     "We want to get the whole...

2/3,K/74   (Item 2 from file: 647)
DIALOG(R)File 647:CMP Computer Fulltext
(c) 2004 CMP Media, LLC. All rts. reserv.

01143573   CMP ACCESSION NUMBER: EET19971030S0016
1973 (EE Times Chronicles 1972-1997)
George Rostky
ELECTRONIC ENGINEERING TIMES, 1997, n 978, PG156
PUBLICATION DATE: 971030
JOURNAL CODE: EET   LANGUAGE: English
RECORD TYPE: Fulltext
SECTION HEADING: 25th Anniversary- Electronics At The Threshold Of The New
    Millennium
WORD COUNT: 2339

...   Clayton Act in trying to destroy competition in plug-compatible
peripherals and in using predatory **pricing** and marketing strategy having
no   relationship to technological skill, foresight or **customer   benefit**
. IBM said it would appeal.
     Meanwhile, a battle of watches was raging. Harry B. Henshel...

2/3,K/75   (Item 1 from file: 654)

DIALOG(R)File 654:US Pat.Full.
(c) Format only 2004 The Dialog Corp. All rts. reserv.

5607342 **IMAGE Available
Utility
Business alliance identification in a web architecture framework
Inventor: Guheen, Michael F., Tiburon, CA
         Mitchell, James D., Manhattan Beach, CA
         Barrese, James J., San Jose, CA
Assignee: Andersen Consulting LLP (02), Chicago, IL
Examiner: Dixon, Thomas A. (Art Unit: 369)
Law Firm: Merchant & Gould P.C.

	Publication Number	Kind	Date	Application Number	Filing Date
Main Patent	US 6721713	A	20040413	US 99320816	19990527

Fulltext Word Count: 139073

2/3,K/76   (Item 2 from file: 654)
DIALOG(R)File 654:US Pat.Full.
(c) Format only 2004 The Dialog Corp. All rts. reserv.

5599911 **IMAGE Available
Utility
System, method and article of manufacture for an activity framework design in an e-commerce based environment
Inventor: Underwood, Roy Aaron, Long Grove, IL
Assignee: Accenture LLP (02), Palo Alto, CA
Examiner: Nguyen-Ba, Hoang-Vu Anthony (Art Unit: 212)
Combined Principal Attorneys: Edwards, W. GlennOppenheimer Wolff & Donnelly
    LLP

	Publication Number	Kind	Date	Application Number	Filing Date
Main Patent	US 6718535	A	20040406	US 99364164	19990730

Fulltext Word Count: 102374

2/3,K/77   (Item 3 from file: 654)
DIALOG(R)File 654:US Pat.Full.
(c) Format only 2004 The Dialog Corp. All rts. reserv.

5484475 **IMAGE Available
Derwent Accession: 2001-356072
Utility
CERTIFICATE OF CORRECTION
E/ Problem isolation through translating and filtering events into a standard object format in a network based supply chain
Inventor: Mikurak, Michael G., Hamilton, NJ
Assignee: Accenture LLP (02), Palo Alto, CA
         Accenture LLP (Code: 63692)
Examiner: Beausoliel, Robert (Art Unit: 214)
Assistant Examiner: Chu, Gabriel

Law Firm: Oppenheimer Wolff & Donnelly LLP

	Publication Number	Kind	Date	Application Number	Filing Date
Main Patent	US 6671818	A	20031230	US 99447621	19991122

Fulltext Word Count: 156452
Description of the Invention:
    ...resides. Therefore, during an EVS/NARS call 3602, the NARS switch
  1206-1210 records the **customer** 's menu selections in an expanded record
  (EOSR, IPOSR) 3712...

2/3,K/78   (Item 4 from file: 654)
DIALOG(R)File 654:US Pat.Full.
(c) Format only 2004 The Dialog Corp. All rts. reserv.

0005361210 **IMAGE Available
Derwent Accession: 2003-746571
**System and method for designing, developing and implementing internet
service provider architectures**
Inventor: Nguyen, John, INV
Correspondence Address: Robert C. Kowert Meyertons, Hood, Kivlin, Kowert &
    Goetzel, P.C., P.O. Box 398, Austin, TX, 78767, US

	Publication Number	Kind	Date	Application Number	Filing Date
Main Patent	US 20030172145	A1	20030911	US 2003375589	20030227
Provisional				US 60-363175	20020311

Fulltext Word Count: 85745

Description of the Invention:
    ...region by acting as a concentration point for many of its access
  tier sites. A **benefit** of the hierarchal model is fast problem
  isolation due to network modularity...R) News Services (NewsGuy.com),
  Randori News (Randori News), and NewsFeeds.com. Service offerings and
  pricing may vary among UseNet providers. Other commercial and/or open
  source UseNet may be considered...iPlanet), BEA(R) WebLogic(R) (BEA),
  Vignette(R) (Vignette), and PeopleSoft (Peoplesoft). Product features and
   pricing may vary among vendors. Other application servers may be
  available for consideration...IBM Informix(R) OnLine (IBM), and
  Sybase(TM) Adaptive Server(TM) (Sybase, Inc.). Features, performance,
  pricing , and other information may vary among vendors. Other database
  servers may be available for consideration...

...CheckPoint Meta IP(TM), and Shadow IPserver(TM) (Efficient
  Networks(TM)). Product features, performance, and **pricing** may vary
  among vendors. Note that performance differences in BIND versions may
  affect decisions

2/3,K/79   (Item 5 from file: 654)
DIALOG(R)File 654:US Pat.Full.
(c) Format only 2004 The Dialog Corp. All rts. reserv.

5340580 **IMAGE Available
Derwent Accession: 2003-707935
Utility
E/ **Method and system for accumulating marginal discounts and applying an associated incentive upon achieving threshold**
Inventor: Deaton, David W., Abilene, TX
        Gabriel, Rodney G., Abilene, TX
Assignee: Incentech, Inc. (02), Abilene, TX
        Incentech Inc
Examiner: Stamber, Eric W. (Art Unit: 212)
Assistant Examiner: Janvier, Jean Dorio
Law Firm: Baker Botts L.L.P.

	Publication Number	Kind	Date	Application Number	Filing Date
Main Patent	US 6611811	A	20030826	US 99411588	19991001
Continuation	Pending			US 99320114	19990526

Fulltext Word Count: 63787
Description of the Invention:
    If not (i.e., if NEGATIVE status for that **customer** is Inactive at all locations), the corresponding customer record is retrieved (618) from the customer...may be intelligently printed out at the point-of-sale based upon an index of **pricing** and spending that the customer has accumulated in order to provide those coupons only to...

 2/3,K/80   **(Item 6 from file: 654)**
DIALOG(R)File 654:US Pat.Full.
(c) Format only 2004 The Dialog Corp. All rts. reserv.

5332859 **IMAGE Available
Derwent Accession: 2003-707895
Utility
E/ **Method and system for accumulating marginal discounts and applying an associated incentive**
Inventor: Deaton, David W., Abilene, TX
        Gabriel, Rodney G., Abilene, TX
Assignee: Incentech, Inc. (02), Abilene, TX
Examiner: Stamber, Erik (Art Unit: 362)
Assistant Examiner: Janvier, Jean D.
Law Firm: Baker Botts L.L.P.

	Publication Number	Kind	Date	Application Number	Filing Date
Main Patent	US 6609104	A	20030819	US 99405675	19990924
Continuation	Pending			US 99320114	19990526

Fulltext Word Count: 64568
Description of the Invention:
    ...For each customer record received from the remote (632), the host searches (634) its **customer** file. If a corresponding customer record does not exist, one is created (636) with the...may be intelligently printed out at the point-of-sale based upon an index of **pricing** and spending that the customer has accumulated in order to provide those coupons only to...

2/3,K/81 **(Item 7 from file: 654)**
DIALOG(R)File 654:US Pat.Full.
(c) Format only 2004 The Dialog Corp. All rts. reserv.

0005171173 **IMAGE Available
Derwent Accession: 2003-353503
System and method for managing internet trading networks
Inventor: Theresa Broden, INV
         Glenn Godoy, INV
         Jane Murphy, INV
         Mark Musa, INV
         Sherry Wilson, INV
Assignee: International Business Machines Corporation (02), Armonk, NY, US
Correspondence Address: Shelley M Beckstrand, P.C. Attorney at Law, 314
     Main Street, Owego, NY, 13827, US

	Publication Number	Kind	Date	Application Number	Filing Date
Main Patent	US 20030023497	A1	20030130	US 2001798598	20010302

Fulltext Word Count: 10100

  Exemplary or Independent Claim(s):
  ...or service; a trading network portfolio item entity for facilitating
     supplier offering assignment to a **customer** **benefit** package; a set
     of management controls for ensuring underlying applications use of
     membership attributes match agreement terms; and a flexible
     membership **pricing** structure for facilitating billing appropriate
     to a given customer agreement...

2/3,K/82 **(Item 8 from file: 654)**
DIALOG(R)File 654:US Pat.Full.
(c) Format only 2004 The Dialog Corp. All rts. reserv.

0005106970 **IMAGE Available
Derwent Accession: 2002-090113
Methods and systems for electronics assembly systems pricing **and**
customer   benefit **sharing**
Inventor: Tuan Nguyen, INV
         Anthony Duck, INV
         Ian Rawles, INV
         Thomas Mair, INV
         Robert Gray, INV
Correspondence Address: Siemens Corporation Intellectual Property
     Department, 186 Wood Avenue South, Iselin, NJ, 08830, US

	Publication Number	Kind	Date	Application Number	Filing Date
Main Patent	US 20020161727	A1	20021031	US 2001873023	20010601
Provisional				US 60-208664	20000601
Provisional				US 60-280679	20010330

Fulltext Word Count: 14620
Methods and systems for electronics assembly systems pricing **and**

customer   benefit   **sharing**

Summary of the Invention:
...assembly system solution for a customer. First, with the aid of a
computer model, a **customer   benefit** to be realized through the use of
the electronics assembly system solution is predicted. A **customer
benefit** guarantee is then generated, based on the predicted **customer
benefit** , and a message relating to the **customer   benefit** guarantee
associated with the predicted **customer   benefit** is transmitted to the
customer...

Description of the Invention:
...assembly lines and other systems. In particular, the present
invention provides an easy-to-use **customer   benefit** modeling tool that
is readily adaptable for use in the electronic assembly systems equipment
and/or solutions areas. It enables a method for applying **customer
benefit** modeling to permit new **pricing** and financing arrangements for
the electronic assembly systems, equipment and solutions areas, and it
provides others may employ the **customer   benefit** modeling to develop
performance-based contracts for configuring and/or selling of assembly
and/or...0117] The **customer   benefit** tool of the present invention
enables unique and innovative sales and marketing techniques by offering
...

...g. throughput, yield, OEE, COO, unit assembly cost). The present
invention also offers gain share **pricing** solutions packages...aspect of
the present invention is based on the recognition of the potential value
of **customer   benefit** sharing in the electronics assembly industry, as
well as in the practicability of such an...

...0147] One **customer   benefit** sharing approach according to the
present invention is shown in the flowchart of FIG. 34, which is directed
to a method for **pricing** an electronics assembly system solution or
configuration. A **customer   benefit** that might be realized through the
adoption of a proposed electronics assembly solution or configuration is
predicted (e.g., using the methods and tools described above) at step
3402. A **customer   benefit** computation may involve any measure that
affects a customer's actual or perceived valuation for...

...assembly equipment, or of solutions involving such equipment, may then
generate, at step 3406, a **customer   benefit** guarantee associated with
the electronics assembly solution. The purveyor's ability to generate
such a from its ability to effectively use the methods and tools for
customer   benefit modeling described above. When a **customer   benefit**
guarantee has been arrived at, it is then communicated to the customer at
step 3406...

...or solution to the customer at a price that is a function of the
guaranteed **customer   benefit** . For example, the price may be set as a
mutually agreeable percentage of the guaranteed...

...the purveyor could bind itself to receive compensation, or full
compensation, only if the guaranteed **customer   benefit** were actually
to be realized...

Exemplary or Independent Claim(s):
...customer comprising the steps of: a. predicting, with the aid of a
computer model, a **customer   benefit** to be realized through the use
of the electronics assembly system solution; b. generating a
customer   benefit guarantee based on the predicted **customer**

benefit ; and c. communicating a message relating to the **customer benefit** guarantee associated with the predicted **customer benefit**
.

2/3,K/83 **(Item 9 from file: 654)**
DIALOG(R)File 654:US Pat.Full.
(c) Format only 2004 The Dialog Corp. All rts. reserv.

0005052977 **IMAGE Available
Derwent Accession: 2002-090113
Electronics assembly systems customer benefit modeling tools and methods
Inventor: Tuan Nguyen, INV
        Anthont Duck, INV
        Ian Rawles, INV
        Thomas Mair, INV
        Robert Gray, INV
Correspondence Address: Siemens Corporation Intellectual Property
    Department, 186 Wood Avenue South, Iselin, NJ, 08830, US

	Publication Number	Kind	Date	Application Number	Filing Date
Main Patent	US 20020107677	A1	20020808	US 2001873021	20010601
Provisional				US 60-208664	20000601
Provisional				US 60-280679	20010330

Fulltext Word Count: 12954
Description of the Invention:
    ...assembly lines and other systems. In particular, the present
invention provides an easy-to-use **customer benefit** modeling tool that
is readily adaptable for use in the electronic assembly systems equipment
and/or solutions areas. It enables a method for applying **customer
benefit** modeling to permit new **pricing** and financing arrangements for
the electronic assembly systems, equipment and solutions areas, and it
provides...

...sales process that employs these modeling approaches. For example,
consultants and others may employ the **customer benefit** modeling to
develop performance-based contracts for configuring and/or selling of
assembly and/or ...0108] The **customer benefit** tool of the present
invention enables unique and innovative sales and marketing techniques by
offering...

...g. throughput, yield, OEE, COO, unit assembly cost). The present
invention also offers gain share **pricing** solutions packages...aspect of
the present invention is based on the recognition of the potential value
of **customer benefit** sharing in the electronics assembly industry, as
well as in the practicability of such an...
...0140] One **customer benefit** sharing approach according to the
present invention is shown in the flowchart of FIG. 34, which is directed
to a method for **pricing** an electronics assembly system solution or
configuration. A **customer benefit** that might be realized through the
adoption of a proposed electronics assembly solution or configuration is
predicted (e.g., using the methods and tools described above) at step
3402. A **customer benefit** computation may involve any measure that
affects a customer's actual or perceived valuation for...

...assembly equipment, or of solutions involving such equipment, may then generate, at step 3406, a **customer benefit** guarantee associated with the electronics assembly solution. The purveyor's ability to generate such a...

...with any comfort stems from its ability to effectively use the methods and tools for **customer benefit** modeling described above. When a **customer benefit** guarantee has been arrived at, it is then communicated to the customer at step 3406...

...or solution to the customer at a price that is a function of the guaranteed **customer benefit** . For example, the price may be set as a mutually agreeable percentage of the guaranteed...
...the purveyor could bind itself to receive compensation, or full compensation, only if the guaranteed **customer benefit** were actually to be realized...

2/3,K/84 (Item 10 from file: 654)
DIALOG(R)File 654:US Pat.Full.
(c) Format only 2004 The Dialog Corp. All rts. reserv.

0005028195 **IMAGE Available
Derwent Accession: 2001-408321
Systems and methods of matching customer preferences with available options
Inventor: Martin Schiff, Coral Springs, FL, US, INV
        Kathleen Sussman-Wiles, Miami Beach, FL, US, INV
        Vivian Ewart, Davie, FL, US, INV
        Wallace Huff, Dresser, WI, US, INV
        Byron Berk, Northborough, MA, US, INV
        Maureen Elenberger, Concord, MA, US, INV
        Timothy Fessenden, Waltham, MA, US, INV
        Paul Fitton, Hollis, NH, US, INV
        Vance Loiselle, Bolton, MA, US, INV
        Michael Carpenter, Loxahatchee, FL, US, INV
        Michael Sherota, Davie, FL, US, INV
        Elizabeth Judy, Marina Del Rey, CA, US, INV
        Elena Rodriguez, Miami, FL, US, INV
        Holley Christen, Syracuse, NY, US, INV
        Mitch Cox, Orlando, FL, US, INV
        Todd Elliot, Orlando, FL, US, INV
        Kevin Helms, Orlando, FL, US, INV
        Adolf Quintana, Orlando, FL, US, INV
        Dot Tolle, Casselberry, FL, US, INV
        Nancy Porter, St. Cloud, FL, US, INV
        Karen Reynolds, Orlando, FL, US, INV
        Monica Scanlon, New York, NY, US, INV
        Paul Colangelo, Airmont, NY, US, INV
        Tracey Codd, Charlotte, FL, US, INV
        Joanell DeLand, Clay, NY, US, INV
        Timothy Moorhead, Syracuse, NY, US, INV
        Anne Burkard, Delray Beach, FL, US, INV
        George DelPino, Coral Springs, FL, US, INV
        Joelle Delva, Miami, FL, US, INV
        Sharon Everhart-Brooks, Boca Raton, FL, US, INV
        Bradley Ferguson, Boca Raton, FL, US, INV
        David Forman, Deerfield Beach, FL, US, INV
        Samuel Hintz, Coral Springs, FL, US, INV
        Irwin Klotz, Boca Raton, FL, US, INV
        Courtney Kurk, Miami Beach, FL, US, INV
        Keith Leslie, Plantation, FL, US, INV

Sandi Levy, Deerfield Beach, FL, US, INV
Fred Locicero, Smithtown, NY, US, INV
Charlotte Luna, Boca Raton, FL, US, INV
Jeffrey Nickerson, Coconut Creek, FL, US, INV
Maryann Bastnagel, Rockville, MD, US, INV
Correspondence Address: KNOBBE MARTENS OLSON & BEAR LLP, 620 NEWPORT CENTER
DRIVE SIXTEENTH FLOOR, NEWPORT BEACH, CA, 92660, US

	Publication Number	Kind	Date	Application Number	Filing Date
Main Patent	US 20020082877	A1	20020627	US 2000734323	20001201
Provisional				US 60-168871	19991203

Fulltext Word Count: 14282

Description of the Invention:
   ...one embodiment is that customer qualification may serve as a
preliminary screening aid to facilitate **pricing** comparisons. By
removing cruises which do not meet a customer's needs, customer
qualification narrows...

...amounts of cruise information in a short period of time, both the travel
agent and **customer benefit** by reducing the time spent assessing
non-optimal cruise information and improving the booking experience...

 2/3,K/85   (Item 11 from file: 654)
DIALOG(R)File 654:US Pat.Full.
(c) Format only 2004 The Dialog Corp. All rts. reserv.

0005028134 **IMAGE Available
Derwent Accession: 2002-090113
Methods and systems for electronics assembly system consultation and sales
Inventor: Tuan Nguyen, INV
        Anthony Duck, INV
        Ian Rawles, INV
        Thomas Mair, INV
        Robert Gray, INV
·Correspondence Address: Siemens Corporation Intellectual Property
    Department, 186 Wood Avenue South, Iselin, NJ, 08830, US

	Publication Number	Kind	Date	Application Number	Filing Date
Main Patent	US 20020082816	A1	20020627	US 2001872401	20010601
Provisional				US 60-208664	20000601
Provisional				US 60-280679	20010330

Fulltext Word Count: 14071
Description of the Invention:
   ...assembly lines and other systems. In particular, the present
invention provides an easy-to-use **customer benefit** modeling tool that
is readily adaptable for use in the electronic assembly systems equipment
and/or solutions areas. It enables a method for applying **customer
benefit** modeling to permit new **pricing** and financing arrangements for
the electronic assembly systems, equipment and solutions areas, and it
provides...

4221-Apr-0405:09 PM

...sales process that employs these modeling approaches. For example, consultants and others may employ the **customer benefit** modeling to develop performance-based contracts for configuring and/or selling of assembly and/or...0116] The **customer benefit** tool of the present invention enables unique and innovative sales and marketing techniques by offering...

...g. throughput, yield, OEE, COO, unit assembly cost). The present invention also offers gain share **pricing** solutions packages...aspect of the present invention is based on the recognition of the potential value of **customer benefit** sharing in the electronics assembly industry, as well as in the practicability of such an0147] One **customer benefit** sharing approach according to the present invention is shown in the flowchart of FIG. 34, which is directed to a method for **pricing** an electronics assembly system solution or configuration. A **customer benefit** that might be realized through the adoption of a proposed electronics assembly solution or configuration is predicted (e.g., using the methods and tools described above) at step 3402. A **customer benefit** computation may involve any measure that affects a customer's actual or perceived valuation for...

...assembly equipment, or of solutions involving such equipment, may then generate, at step 3406, a **customer benefit** guarantee associated with the electronics assembly solution. The purveyor's ability to generate such a...

...with any comfort stems from its ability to effectively use the methods and tools for **customer benefit** modeling described above. When a **customer benefit** guarantee has been arrived at, it is then communicated to the customer at step 3406...

...or solution to the customer at a price that is a function of the guaranteed **customer benefit** . For example, the price may be set as a mutually agreeable percentage of the guaranteed...
...the purveyor could bind itself to receive compensation, or full compensation, only if the guaranteed **customer benefit** were actually to be realized...

2/3,K/86   (Item 12 from file: 654)
DIALOG(R)File 654:US Pat.Full.
(c) Format only 2004 The Dialog Corp. All rts. reserv.

4798799 **IMAGE Available
Derwent Accession: 2000-225050
Utility
E/ **Business system and method of compiling mailing list of interested customers**
Inventor: McEvoy, Richard B., Newtown, CT
         von Braun, Peter, Greenwich, CT
Assignee: LabelADD, LLC (02), Greenwich, CT
         LabelADD LLC
Examiner: Gravini, Stephen (Art Unit: 212)
Law Firm: St. Onge Steward Johnston & Reens LLC

	Publication Number	Kind	Date	Application Number	Filing Date
Main Patent	US 6496804	A	20021217	US 2001860290	20010518
Continuation	Pending			US 99253283	19990219

| CIP | Abandoned | US 98170688 | 19981013 |
| CIP | Abandoned | US 9890282 | 19980604 |

Fulltext Word Count: 4190

Description of the Invention:
   ...identifying a subscriber, to a subscription periodical publication
   delivered to the subscriber; (2) providing a **customer benefit** program
   activated by removing the removable label from the publication and
   applying the removable label to a **customer benefit** redemption form;
   (3) creating a computer database record containing information
   identifying a subscriber who participates in the **customer benefit**
   program by removing the label from the publication and applying the
   removable label to a **customer benefit** redemption form and submitting
   the **customer benefit** redemption form to a redemption agent; and (4)
   compiling, from one or more of the records, a computer database
   comprising records of the persons who participate in the **customer
   benefit** program, as well as records identifying a product whose sale is
   promoted by the **customer benefit** program. The computer database is
   then used to generate delivery of product information or product offers
   related to products promoted in the **customer benefit** program to
   persons listed in the database. Delivery of such promotional materials
   may typically beIn order to attract the customers'attention to the
   customer benefit program, the removable label is provided with the
   advertising indicia 30, and/or information for locating the **customer
   benefit** redemption form in the publication. In one preferred embodiment,
   an advertising message 42 is imprinted...

...As prior discussed, the **customer benefit** redemption form may
   comprise a store discount coupon, or a returnable form, or other benefit
   to the consumer. In one embodiment, the **customer benefit** redemption
   form is a high value store discount coupon. In another embodiment, the
   customer benefit redemption form comprises a mail in form, which when
   returned, will trigger delivery of a...

 2/3,K/87   **(Item 13 from file: 654)**
DIALOG(R)File 654:US Pat.Full.
(c) Format only 2004 The Dialog Corp. All rts. reserv.

4574060 **IMAGE Available
Derwent Accession: 2000-225050
Utility
E/ **Business system and method of compiling mailing list of interested
customers**
Inventor: McEvoy, Richard B., Newtown, CT
         von Braun, Peter, Greenwich, CT
Assignee: LabelADD LLC (02), Greenwich, CT
         LabelADD LLC
Examiner: Gravini, Stephen (Art Unit: 212)
Law Firm: St. Onge Steward Johnston & Reens LLC

	Publication Number	Kind	Date	Application Number	Filing Date
Main Patent	US 6292785	A	20010918	US 99253283	19990219
CIP	Pending			US 98170688	19981013
CIP	Pending			US 9890282	19980604

Fulltext Word Count: 4543
Description of the Invention:
     ...identifying a subscriber, to a subscription periodical publication
     delivered to the subscriber; (2) providing a **customer** **benefit** program
     ...by removing the removable label from the publication and applying the
     removable label to a **customer** **benefit** redemption form; (3) creating a
     computer database record containing information identifying a subscriber
     who participates in the **customer** **benefit** program by removing the
     label from the publication and applying the removable label to a
     customer **benefit** redemption form and submitting the **customer**
     benefit redemption form to a redemption agent; and (4) compiling, from
     one or more of the records, a computer database comprising records of the
     persons who participate in the **customer** **benefit** program, as well as
     records identifying a product whose sale is promoted by the **customer**
     benefit program. The computer database is then used to generate delivery
     of product information or product offers related to products promoted in
     the **customer** **benefit** program to persons listed in the database.
     Delivery of such promotional materials may typically beIn order to
     attract the customers attention to the **customer** **benefit** program, the
     removable label is provided with the advertising indicia 30, and/or
     information for locating the **customer** **benefit** redemption form in the
     publication. In one preferred embodiment, an advertising message 42 is
     imprinted...
     ...As prior discussed, the **customer** **benefit** redemption form may
     comprise a store discount coupon, or a returnable form, or other benefit
     to the consumer. In one embodiment, the **customer** **benefit** redemption
     form is a high value store discount coupon. In another embodiment, the
     customer **benefit** redemption form comprises a mail in form, which when
     returned, will trigger delivery of a...

2/3,K/88   (Item 1 from file: 696)
DIALOG(R)File 696:DIALOG Telecom. Newsletters
(c) 2004 The Dialog Corp. All rts. reserv.

00737135
Building 'life services': Head of Orange dot talks to TPB
Telecoms Deal Report
July 21, 2000 VOL: 2   ISSUE: 13   DOCUMENT TYPE: NEWSLETTER
PUBLISHER: PHILLIPS BUSINESS INFORMATION
LANGUAGE: ENGLISH   WORD COUNT: 2429   RECORD TYPE: FULLTEXT

TEXT:
...that's what we're interested in."
The UK has seen a number of Internet **pricing** models and Orange is
following them closely, according to Furness.

Pricing Internet services

"One of the core factors is what is happening in the marketplace. We've
seen a number of Internet **pricing** models starting off with subscription
and
going to free subscription, and now of course, there...
...tariffs. We're going to have to keep an eye on those, because each
different **pricing** model makes different assumptions about the amount of
revenue
it's going to generate from...

...want flexibility to use the most
appropriate media. We have to make sure that the **pricing** structure and
our
revenue models allow the customer to use any of those but ensure...finding
it very difficult to make money
out of it. It's got a strong **customer** **benefit** . We know from the tariffs
we've
done on our voice service that people like...   .

2/3,K/89   **(Item 1 from file: 717)**
DIALOG(R)File 717:The Washington Times
(c) 2004 Washington Times. All rts. reserv.

08823003
Jim Cullen Bell Atlantic to tailor plans to match needs
Washington Times (WT) - Monday, November 18, 1996
By: Doug Abrahms - THE WASHINGTON TIMES
Edition: Final Section: D   BUSINESS TIMES   15 MINUTES WITH ...   Page:
D19
Word Count: 868

... re free to match those numbers. Our intention is to be very competitive
on our **pricing** . Part of our ability to do that is we have a network in
place. Forty...

... in our territory and could be handled by our network today. So there's
great **customer** **benefit** to our being in long distance.

    If you're a customer who uses Caller ID...

2/3,K/90   **(Item 1 from file: 755)**
DIALOG(R)File 755:New Zealand Newspapers
(c) Fairfax New Zealand Ltd. All rts. reserv.

00613958 ITW0105284071-NTBANN-BS   (USE FORMAT 7 FOR FULLTEXT)
Getting the right price for bandwidth vital
PAMATATAU Richard
NZ INFOTECH WEEKLY , 2 ed, p7
28 MAY 2001
JOURNAL CODE: ITW RECORD TYPE: FULLTEXT
WORD COUNT: 00001800

...   have to drop, says Mr Swaffield. (United and City Link are also
active in Wellington.)
    Pricing has to reflect the **customer** **benefit** and it is not just a
cost-drive discussion.
    Reliability is as important, he says...

2/3,K/91   **(Item 1 from file: 759)**
DIALOG(R)File 759:Reuters Business Insight
(c) 2004 Datamonitor. All rts. reserv.

00116711

**DECONSTRUCTION OF THE CURRENT AND FUTURE MARKETS: 1.1 SPECIFIC SELLING
POINTS FOR OUTSOURCING VOICE BUSINESS**

Main Title: VOICE BUSINESS OUTSOURCERS
 Pub. Date: March 29, 2004
    Source: DATAMONITOR
 Telephone: +44 20 7675 7000
Word Count: 1743 (1 pp.)
  Language: English

   Country: WORLD
  Industry: COMPUTERS AND ELECTRONICS
Company Names (DIALOG Generated): CPE ; Entertainment ; Retail Travel &
          Tourism

...ability to manage this volatility.
Each of the above situations suggests outsourcers should offer flexible
pricing options. Specifically, the **customer benefit** of outsourcing
overflow calls or seasonal calls is avoiding paying for unused capacity at
other times. This lends itself to per minute or per call **pricing** . Most
vendors currently offer this type of **pricing** . One notable exception is
the traditional IVR outsourcers. Most traditional IVR outsourcers offer a
dedicated...

...is whether or not to exit the business of directly serving customers
altogether.
Number of **pricing** variables creates customer confusion

Outsourced voice business is behaving like the Wild West in terms of
pricing . However, some basic generalizations tend to hold true, which are ·
summarized below.
* Traditional IVR outsourcers stick to a per-dedicated-port **pricing**
model.

* Telco service providers and data service providers sell per-minute.

* Call center outsourcers and...

...service providers generally offer per-minute, per-call, and
pay-for-performance (per-automated-call) **pricing** models.
However, even within these generalizations there are frequent exceptions as
outsourcers try to meet sometimes-competing customer concerns. Assessing
those concerns is key to determining which **pricing** option will most
likely attract a customer. The primary customer concerns regarding **pricing**
 are:
* Transparency of cost - clearly defined a la carte billing. This appeals
to customers for whom outsourced speech functionality is one piece in a
greater IT patchwork quilt. Unbundled **pricing** also forces voice business
outsourcers to be upfront and competitive on a broader range of...

...remain uncertain of the benefits of speech will likely benefit from a
pay-for-performance **pricing** scheme. Though other factors are involved,
pay-for-performance **pricing** creates transparency between the cost/benefit
of outsourcing some proportion of calls and the comparable...

...creates customer confusion.
Flexibility is certainly needed in structuring any deal, and each of the
pricing options available has advantages for certain customers. However,
in pursuit of new customers, voice business...

...the market further matures and voice business outsourcers formulate a
stronger concept of the appropriate **pricing** options for their target
customer base, Datamonitor does not expect **pricing** will become any less

of a free-for-all.

2/3,K/92   (Item 1 from file: 762)
DIALOG(R)File 762:Euromonitor Market Res.
(c) 2004 Euromonitor Intl.Inc. All rts. reserv.

00046583

UK: FOOD PACKAGING: Implications of Food Trends

Main Title: THE UK CONSUMER PACKAGING REPORT
 Pub. Date: October 1990
    Source: Euromonitor
 Telephone: 071-251 8024
Word Count: 606 (1 pp.)
  Language: English

   Country: UK
  Industry: PACKAGING

...the total market for packaged food, have
         established their pre-eminent position through very
         competitive **pricing** . In other words, striking the right
         balance for a product pack between its cost and...

...This objective, motivated in the first instance by
         commercial considerations, can be translated into a **customer
         benefit** by promoting products as "long-life" lines. The use
         of the plastic carton has now...

2/3,K/93   (Item 1 from file: 765)
DIALOG(R)File 765:Frost & Sullivan
(c) 1999 Frost & Sullivan Inc. All rts. reserv.

00217291

**STRATEGIES FOR SUCCESS: Strategies Based On Market Focus: Pricing and
         Profit Margins; A Product As a Dominant Market Leader; A
         Product As One of Two or Three Products Sharing Market
         Leadership**

Main Title: A STRATEGIC ASSESSMENT OF THE EUROPEAN CHEMICAL INDUSTRY
 Pub. Date: October 1994
    Source: Frost & Sullivan
 Telephone: US (415) 961 - 1000; London 071 730 3438
Word Count: 510 (1 pp.)
  Language: English

   Country: EUROPE
  Industry: Chemicals

Pricing and Profit Margins

Skillful management of price can secure the longer-term profitability of
product...
...In terms of
performance value, a dominant leader should be able to provide the
greatest **customer   benefit** for the least product, process and

distribution
cost.

If a dominant leader decides to take...

2/3,K/94   (Item 1 from file: 768)
DIALOG(R)File 768:EIU Market Research
(c) 2004 EIU. All rts. reserv.

00011116

FACE TO FACE: WITH BOB LUTZ, PRESIDENT OF CHRYSLER CORPORATION: INTERVIEW (
**   2 OR 2)**

Main Title: MOTOR BUSINESS INTERNATIONAL 2ND QUARTER 1996
 Pub. Date: MARCH 1996
    Source: THE ECONOMIST INTELLIGENCE UNIT
 Telephone: (212)554-0600
Word Count: 2107 (3 pp.)
  Language: English

   Country: WORLD
  Industry: AUTOMOTIVE
Company Names (DIALOG Generated): Chrysler ; Nissan ; Town and Country

...ideas that lead to
higher quality products, lower prices or the addition of a new
 customer   benefit are all coming to us. We get it first and that is an
important competitive...gets compared
with its natural competitors, such as the Ford Escort. Also, there is
little **pricing** manoeuvrability for cars.

On the other hand, in minivans and sports-utility vehicles we can...

2/3,K/95   (Item 1 from file: 990)
DIALOG(R)File 990:NewsRoom Current Jan-2004/Apr 21
(c) 2004 The Dialog Corporation. All rts. reserv.

0771528656 16G70VZH
Q4 2003 CLARCOR Inc. Earnings Conference Call - Final
FD Wire
Thursday, January 29, 2004
JOURNAL CODE: BCDI LANGUAGE: English RECORD TYPE: Fulltext
DOCUMENT TYPE: Newswire
WORD COUNT: 7,461

...out of that business. And Bruce mentioned that we did a thorough review
of all **customer   profit** mixes. And there will be some significant price
increases which we have already implemented to...

2/3,K/96   (Item 1 from file: 992)
DIALOG(R)File 992:NewsRoom 2003
(c) 2004 The Dialog Corporation. All rts. reserv.

0703019469 169Y0M0E
Sumitomo Tst & Bnkg - Summary of Revised Plan for Restoring Sound
Management

UK Regulatory News
Friday, September 19, 2003
JOURNAL CODE: APFW   LANGUAGE: English RECORD TYPE: Fulltext
DOCUMENT TYPE: Newswire
WORD COUNT: 10,525

...increase of relationship-based loans, (2) disposition and collection of
bad debt, (3) appropriate loan **pricing** to match the credit risk, (4)
diversification of portfolio and (5) enhancement of investment into...

   2/3,K/97   (Item 1 from file: 993)
DIALOG(R)File 993:NewsRoom 2002
(c) 2004 The Dialog Corporation. All rts. reserv.

0453001537 15UA01J0
A road less travelled - Audi takes it diesel upmarket Refined oil
STUART MARTIN
Daily Telegraph (Sydney, Australia), 1 - State ed, p031
Friday, May 24, 2002
JOURNAL CODE: ABSU LANGUAGE: English RECORD TYPE: Fulltext
DOCUMENT TYPE: Newspaper SECTION HEADING: Features ISSN: 0312-6331
WORD COUNT: 805

...For example, in our A4 range there are very good diesels [available],
but from a **pricing** and an output view we would cover that with our petrol
engines.

"Given that the...

   2/3,K/98   (Item 2 from file: 993)
DIALOG(R)File 993:NewsRoom 2002
(c) 2004 The Dialog Corporation. All rts. reserv.

0394010843 15QN0ALU
10-K: COMPAQ COMPUTER CORP
EDGAR Online
Wednesday, January 30, 2002
JOURNAL CODE: ABXF LANGUAGE: ENGLISH RECORD TYPE: Fulltext
DOCUMENT TYPE: Newswire
WORD COUNT: 11,897

...unchanged as a percentage of revenue. Gross margin in 2000 included
charges related to a **customer   benefit** program that Compaq put in place
to mitigate the impact of its decision to cease...

...compared with 1999, despite relatively unchanged revenue and the impact
to gross margin of the **customer   benefit** program, due to a reduction in
operating expense of 12 percent that was driven by...

   2/3,K/99   (Item 1 from file: 994)
DIALOG(R)File 994:NewsRoom 2001
(c) 2004 The Dialog Corporation. All rts. reserv.

0237058626 15EU1T81
**The role of interchange fees in credit card associations: competitive
analysis and regulatory issues.**
Gans, Joshua S.

King, Stephen P.
Australian Business Law Review, v29, n2, p94
Sunday, April 1, 2001
JOURNAL CODE: AULM LANGUAGE: English RECORD TYPE: Fulltext
DOCUMENT TYPE: Trade Journal ISSN: 0310-1053
WORD COUNT: 19,481

TEXT:
...11) suppose th at there were no costs incurred by the acquirer and that
the **customer benefit** was insufficient to cover the issuer's costs. In
this case, the transaction would not...to the issuer through the
interchange fee to make up for any shortfall between the **customer
benefit** and iss uer costs. The appendix demonstrates that an appropriately
chosen int erchange fee would...

...a credit card. As noted earlier many credit card associations explicitly
prevent this type of **pricing** . However, suppose that it was possible for
the custom er and merchant to vary the...

...c ash payments. As a shorthand we can denote those benefits by [b.sub.C
] (**customer benefit**) and [b.sub.M] (merchant benefit) per transaction
respectively. Issuers and acquirers, however, potentially incur...

...if two things occurred. First, that the issuer cost, [c.sub.I], must
exceed the **customer benefit** , be. Second, the acquirer 's cost,
[c.sub.A], must be less than the merchant...

 2/3,K/100   (Item 1 from file: 995)
DIALOG(R)File 995:NewsRoom 2000
(c) 2004 The Dialog Corporation. All rts. reserv.

0181028891 159A0W6U
Assoc British Foods AGM Statement
Regulatory News Service (RNS)
Friday, December 15, 2000
JOURNAL CODE: APFW LANGUAGE: ENGLISH RECORD TYPE: Fulltext
DOCUMENT TYPE: Newswire
WORD COUNT: 3,288

...area where we introduce a new product it will have an improved
functional capability and **customer benefit** . Adding value not only for
our own companies, but also our own customers. I have...

 2/3,K/101   (Item 2 from file: 995)
DIALOG(R)File 995:NewsRoom 2000
(c) 2004 The Dialog Corporation. All rts. reserv.

0158522468 157X0PY3
**Creating and Controlling Persona Internet Service Providers (ISPs) should
enhance their customers' experience on their Web sites to cultivate
loyalty; in the business-to-business market, the creation of a directory
will benefit users and vendors**
Remillard, Jason
Boardwatch Magazine, vXIV, n11, p42-44
Wednesday, November 1, 2000
JOURNAL CODE: AGRD LANGUAGE: ENGLISH RECORD TYPE: Abstract
DOCUMENT TYPE: Trade Journal ISSN: 1054-2760
WORD COUNT: 1,943

...bot to collect competitive pricing and support options. For service providers, the impetus to provide customer **benefit** -- or the perception of **customer benefit** -- is frequently clouded by the pace of business itself, with complicated business models and diverging...

2/3,K/102   (Item 3 from file: 995)
DIALOG(R)File 995:NewsRoom 2000
(c) 2004 The Dialog Corporation. All rts. reserv.

01320526393 15680755
Knowledge Support Interim Results
Regulatory News Service (RNS)
Monday, September 11, 2000
DOCUMENT TYPE: Newswire
JOURNAL CODE: APRM LANGUAGE: ENGLISH RECORD TYPE: Fulltext
WORD COUNT: 2,508

...and are well placed to exploit the significant global market opportunities for KSS's intelligent **pricing** decision support products. We face the next half year with confidence". For further information please...

2/3,K/103   (Item 4 from file: 995)
DIALOG(R)File 995:NewsRoom 2000
(c) 2004 The Dialog Corporation. All rts. reserv.

0127015887 1552X0HJG
Banks Must Manage Small-Business Deposits to Foster Long-Term Growth Banks can learn from the experience of Fleet Bank, which adapted its marketing programs to target small businesses and analyzed the profitability of these deposit accounts to boost profits immediately
Connolly, Brian J
Commercial Lending Review, v15, n4, p8-14
Friday, September 1, 2000
JOURNAL CODE: AHCH LANGUAGE: ENGLISH RECORD TYPE: Fulltext
DOCUMENT TYPE: Trade Journal ISSN: 0880-9204
WORD COUNT: 3,690

...design for the small-business market, resulting in relationship offerings that integrate channel choices with **pricing** options. The most successful product offerings will be determined by the trade-offs the target...make transactions at the branch.
When executed properly, channel pricing represents a new lever for **customer profit** growth. The objective is to balance the cost of any given delivery channel with appropriate...
...expense of providing them. Too often, fear of losing a customer to the competition influences **pricing** to the point of never realizing a profit--in other words, if you consistently underprice...?